The coin-operated machine journal for Europe

December 1991

EuroSlot.

Chaos in Czechoslovakia

EC calls Christmas gaming conference

World news
Casinos
New games

Enada
AL Preview

Redemption on rocky ride

New EEA = 377 million consumers

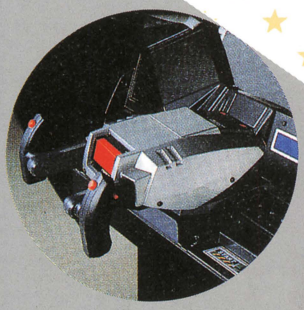
SPACE WARS WITH MUCH FORCE

STORY

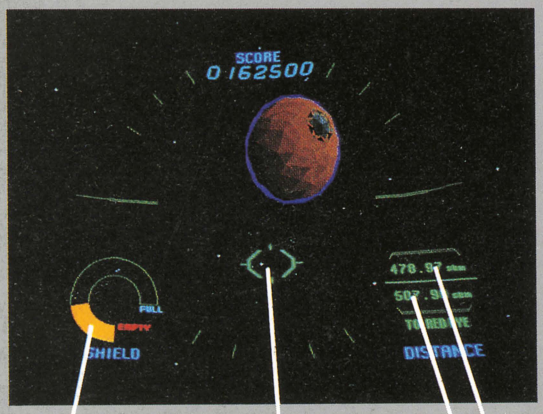
One day, the Federation of Planets communication networks catched the transmission from out side of the galactic system saying "Warning to the Federation of Planets System ! Surrender immediately and be under our control ! Otherwise your system will surely be destroyed !!".
The enemy task force mechanized planet "RED EYE" was approaching our mother planet and just about to get us within the range of "WAVE CANNON", an attack weapon of "RED EYE".
The Federal Government asked the UGSF their help to neutralize "RED EYE".
In order to attain the purpose, UGSF plans the strategy called "STARBLADE".
Good Luck !!

LASER GUN

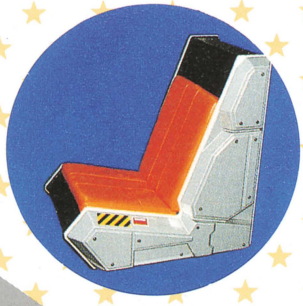
Aim the enemy anyway you like and shoot the laser beam by pulling the trigger or pushing the button.



PLAYER'S SCREEN



- REMAINING SHIELD
- Shields decreasing when you're under attack.
- LASER GUN SIGHT
- FLIGHT DISTANCE
- TARGET DISTANCE



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Feel the vibration through the active seat when enemy hits you !

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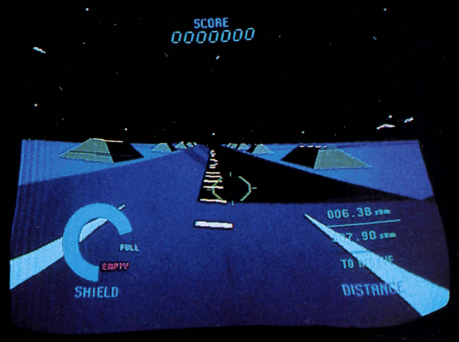
STARBLADE™

THE TERRIFIC FEATURES OF STARBLADE !!

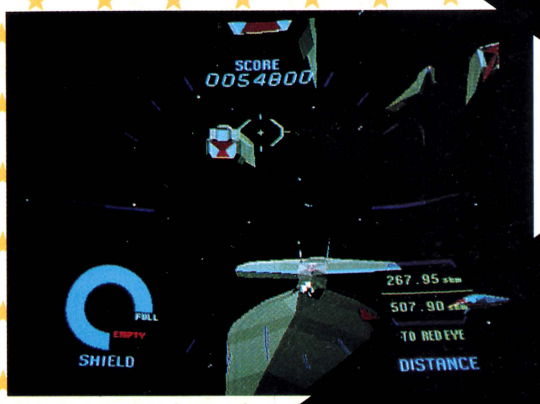


Now, scrambling from the mother ship.

The much more high-powered real time 3-DCG !

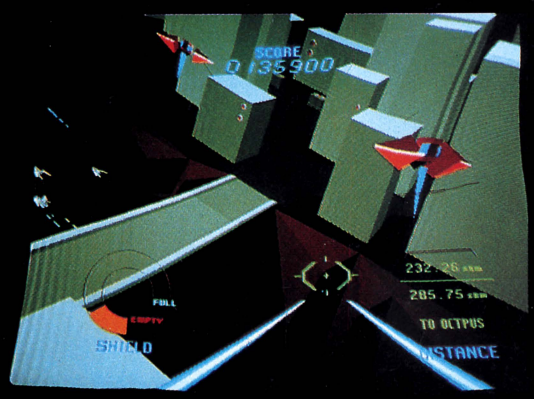
The adoption of the projection system in the Infinite Distance makes it possible to represent the magnificent scale of the space super real. Players can enjoy the exciting space battles with the feeling of live performance which the traditional games could not give you.

4-channel surrounding system is mounted ! the sound which echoes through the player's body surrounds the player in the world of STARBLADE.



The enemy gigantic battle ship appears.
It seems to be a severe space battle.

Battle scene in the ravine. Many blind spots force us to fight desperately.



City area with skyscrapers.
Fly fast & freely.

RE-NEW-AL

Lucky GIRL STRIP POKER

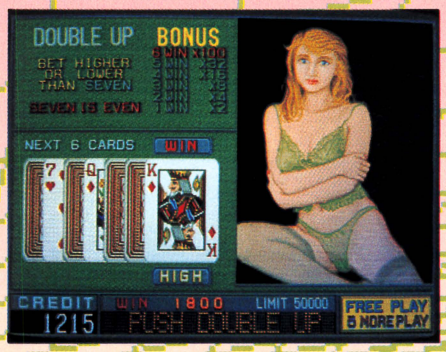
JOKER WILD POKER

DECK OF 54 CARDS, 2 JOKERS-WILD, 5 OF A KIND BEATS ROYAL FLUSH.

2 WILD JOKERS GET FLUSH-GET FEVER. FAMOUS "EAGLE FEVER" ACTION-UNBEATABLE OPTION.

DOUBLE UP — LOVE CHANCE

EAGLE'S-LOVE CHANCE GET TO LOOK- AND WIN ×100 BONUS + REALISTIC GRAPHICS.



SAVE UP + FREE PLAY

STRIP-BY-SAVING SPECIAL "SAVE UP" + "FLUSH BONUS" + SELECTABLE DOUBLE UP.

DOUBLE UP — BINGO

CHOOSE HI OR LO AND MARK A SPOT ON BINGO CARD GET MINIMUM 3 IN LINE AND COLLECT EXTRA BINGO BONUS + REGULAR D/U BONUS.

FLUSH FEVER

GET 5 REPLAYS AND COLLECT FREE POINTS FOR EVERY CARD OF PROPER SUIT WHEN YOU GET "FLUSH FEVER", "SAVE UP" FEATURE TO COLLECT BONUS AND ENJOY STRIP ACTION.

DOUBLE UP — NEW HIGH or LOW

PICK HI OR LO CARD AND CREATE BEST POSSIBLE POKER HAND. BETTER THE HAND → HIGHER THE BONUS.

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FREE PLAY

"FREE PLAY" IN CENTER GIVES 5 TIMES FREE PLAY.

POOL POINTS BONUS

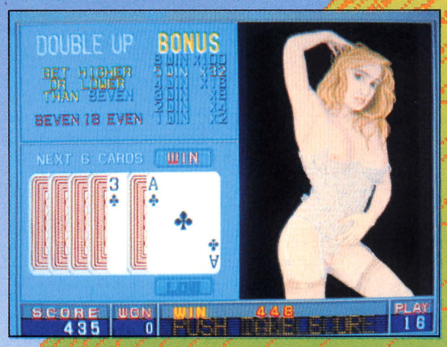
SOLID COLOR 3 "7"s ON THE ROW BET PAY BONUS OF SAME COLOR POOL POINTS.

FEVER

3 BELLS ON THE ROW BET FOR 5 TIMES OF FEVER GAMES & PAY FEVER POINTS DOUBLE THE TOTAL BETS. REPEATED WIN DURING PREVIOUS FEVER FOR ADD 5 GAMES.

DOUBLE UP — LOVE CHANCE

EAGLE'S — LOVE CHANCE GET TO LOOK — AND WIN×100 BONUS+ REALISTIC GRAPHICS.



COMBINATIONS

COMBINATIONS OF FREE PLAY AND FEVER GIVE REPEATED WINS.

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PICK HI OR LOW CARD AND CREATE BEST POSSIBLE POKER HAND.
BETTER THE HAND → HIGHER THE BONUS.

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NSM's Peter Kuhn with the US team celebrates the satellite link up between the US and Germany. Report page 28.

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After the target appears and the punch pad has risen completely, begin straight-punching into the middle of the pad. You are allowed three punches for each game. When the score at the upper right of the screen shows the remaining target resistance is zero, you have knocked out your opponent.

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Maximum consumed power:
2.76 amperes ▽95-3651

- Specifications are subject to change without prior notice

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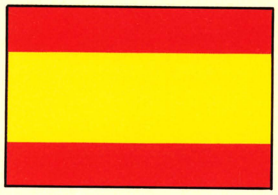
SINOPSIS

Nuestra *Editorial* en la página 10 habla de la conferencia llamada por la **Comisión Europea** para el 16 y 17 de Diciembre. Representantes de cada gremio de los juegoos ej. máquinas tragaperras, casinos, bingo, loterías, carreras de caballos, y totalizadores serán invitados a presentar sus opiniones a los oficiales de la CE antes que la CE decida si va a armonizar algunas de las normativas sobre el juego. Es vitalmente importante que aquellos envueltos en los juegos este representados en esta reunión ya que la CE está bajo presión para decidir pronto sobre la nueva legislación. Attendencia es por invitación pero cualquiera que no esté representado por una asociación comercial debe de ponerse en contacto con el Sr. Schmitt von Sydow o el Sr. Jonathan Stoodley en Unit III/F6 al fax +32-2-2350126 . . . (p14) El reportero popular de *EuroSlot,* **Mike Newton** murió repentinamente el 13 de Noviembre . . . **Felaco, Italia** da una tarde de gala . . . **Polonia** va a comenzar una asociación del comercio . . . **Finladia** admitida a **Euromat** . . . **Namco, Japón** abre un complejo recreativo de 12 pisos . . . (p16) **Stella, Alemania** lanza cinco máquinas para **Checoslovaquia** . . . **Michael Shefras, Reino Unido** y **Franz Szechenyi, Austria** hechos delegados de honor de Euromat . . . **Leisure Trade, Noruega** abre una compañía de distribución en Bergen . . . (p18) más impuestos sobre las máquinas en **España** para 1992 . . . **SNK** forma una compañía en Roma . . . (p20) sale un estudio sobre el juego en **Holanda** . . . Eterna lanza el vídeo Bubble Fair . . . (p22) **Associated Leisure** da redundancias . . . **Suecia** aplica para entrar en **Euromat** . . . **Capcom** firma un acuerdo con el juego de redemción de **Lazertron** . . . (p24) el show **Miplay,** Italia organizado por **Sindaut/Cisl** será del 4 al 7 de Diciembre en Milán . . . **PCP y AL** del **Reino Unido** crean máquinas para **Checoslovaquia** . . . Leyes nuevas para **Nueva Zelanda** . . . Tajh Mahal, **Holanda** pone nuevos estándares . . . (p28) **NSM** en la posición número uno dice **Ullrich Schulze** . . . Estdísticas sobre el crimen relacionado al juego en **Japón** . . . (p30) **Rene Pierre,** Francia entre los exhibidores en el show UWA en Gera, **Alemania** . . . **Intershau** show de parques va a abrir en Dusseldorf, Alemania desde el 12 al 14 de Febrero . . . el MEP **Irlandés** habla del reportaje de **Coopers y Lybrand** sobre el Parlamento Europeo . . . (p36) nuevas máquinas . . . (p42) *Detective* - chismeo diario de la industria . . . (p46) artículo sobre **Checoslovaquia** . . . (p50) Promedio mensual de cambio de moneda incluyendo los dólares americanos y el Yen japonés . . . (p52) *Eurogente* incluye a personajes de la industria de **Alemania, Holanda** y **Noruega** . . . la reunión **Euromat** en Roma decide sobre la estrategia para 1992 . . . (p62) artículo especial sobre juegos de redemción . . . (p72) artículo sobre **Jac van Ham** de **Holanda** . . . (p76) reportaje de **Enada, Roma** . . . (p79) Reportaje de **AL** Preview . . . (p80) CE, Bruselas: el potencial para una nueva zona económica Europea . . . (p84) Diagramas de las máquinas internacionales . . . (p88) casinos: continuan los negocios en **Yugoslavia** . . . (p89) **Australia** pide 5000 máquinas . . . (p90) el potencial del Este revisado por Dr. Erwin Haitzmann de **Casinos Austria** . . . (p91) (CI) Inteligencia de Casinos: Chismeo de la industria de casinos . . . (p94) indice de los anunciadores . . .



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INHALTSÜBERSICHT

Unser *Editorial* auf Seite 10 behandelt die Konferenz, die von der **Europäischen Kommission** für den 16. - 17. Dezember in Brüssel anberaumt worden ist. Konferenzteilnehmer sind eingeladene Vertreter der einzelnen Sektoren der Spielbranche d.h. Spielautomaten, Kasinos, Bingo, Lotterien, Pferderennen und Toto, die dabei die Gelegenheit haben, den Beamten der ECE ihre Ansichten darzulegen, bevor diese entscheiden, ob irgendwelche Glücksspielgesetze harmonisiert werden sollen. Es ist wesentlich, daß jeder aus der Branche vertreten ist, da die ECE dazu gedrängt wird, eine baldige Entscheidung zu treffen. Wer nicht durch einen handelsverband vertreten ist, sollte sich an Herrn Schmitt von Sydow oder Herrn Jonathan Stoodley, Unit III/F6, Fax-Nr. +32-2-2350126, wenden . . . (S.14) **Mike Newton,** beliebter *EuroSlot* Reporter verstarb plötzlich am 13. November . . . **Felaco, Italien,** ist Gastgeber eines Galaabends . . . **Polen** wird einen Handelsverband gründen . . . **Finnland** ist **Euromat** beigetreten . . . **Namco, Japan,** eröffnet 12 stöckigen Freizeitkomplex . . . (S.16) **Stella, Deutschland,** bringt fünf Automaten für die **Tschechoslowakei** heraus . . . **Michael Shefras, GB,** und **Franz Szechenyi, Österreich,** wurden zu Ehrenabgeordneten von **Euromat** ernannt . . . **Leisure Trade, Norwegen,** hat eine Vertriebsfirma in Bergen gegründet . . . (S.18) Höhere Steuern ab 1992 in **Spanien** auf Automaten . . . **SNK** gründet Firma in Rom . . . (S.20) Eine Spielstudie wird in **Holland** freigegeben . . . Eterna bringt Bubble Fair Video heraus . . . (S.22) **Associated Leisure** muß Arbeitskräfte entlassen . . . **Schweden** will **Euromat** beitreten . . . **Capcom** unterzeichnet Vertrag mit **Lazertron** über das Redemption-Spiel . . . (S.24) Die **Miplay** Show, **Italien,** findet vom 4. - 7. Dezember in Mailand statt. Veranstalter sind **Sindaut/Cisl** . . . **PCP** und **AL, Großbritannien,** entwickeln Automaten für die **Tschechoslowakei** . . . neue Gesetze in **Neuseeland** . . . Taj Mahal, **Holland,** setzt neue Maßstäbe . . . (S.28) **NSM** auf Platz Nr. Eins sagt Vorstandsvorsitzender **Ullrich D. Schulze** . . . Statistik über spielbezogene Kriminalität in **Japan** . . . (S.30) **Rene Pierre, Frankreich,** unter den Ausstellern auf der UWA in Gera . . . die **Interschau** Parks findet vom 12. - 14. Februar in Düsseldorf statt . . .**Irischer** MEP diskutiert **Coopers und Lybrands** Bericht im Europäischen Parlament . . . (S.36) Neue Automaten . . . (S.42) *Under Cover* – täglicher Klatsch aus der Branche . . . (S.46) Länderporträt **Tschechoslowakei** . . . (S.50) In den durchschnittlichen monatlichen Devisenkursen sind jetzt US-Dollar und der japanische Yen einbezogen . . . (S.52) *Europeople* schreibt über Personalitäten aus der Branche aus **Deutschland, Holland** und **Norwegen** . . . **Euromat** Sitzung in Rom beschließt Strategie für 1992 . . . (S.62) Sonderbericht Redemption-Spiele . . . (S.72) Artikel über **Jac van Ham, Holland** . . . (S.76) **Enada,** Bericht aus Rom . . . (S.79) Vorschau auf **AL** . . . (S.80) EG, Brüssel: Das Potential des neuen europäischen Wirtschaftsraums . . . (S.84) Internationale Automatentabelle . . . (S.88) Kasinos: Das Geschäft in **Jugoslawien** läuft weiter . . . (S.89) **Australien** bestellt 5000 Automaten . . . (S.90) Überblick über östliches Potential von Dr. Erwin Haitzmann, **Casinos Austria** . . . (S.91) (CI) Casino Intelligence. Klatsch aus der Kasinobranche . . . (S.94) Inserentenverzeichnis . . .

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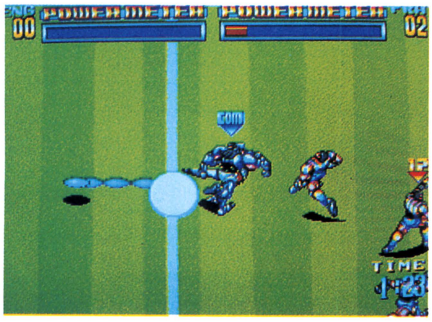

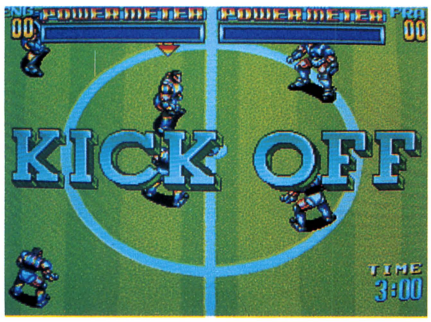

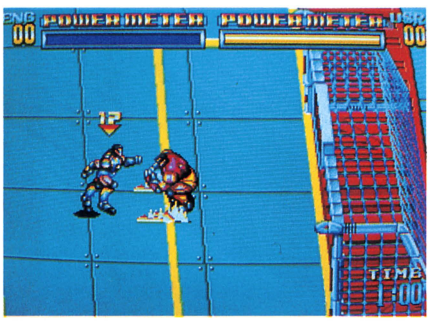

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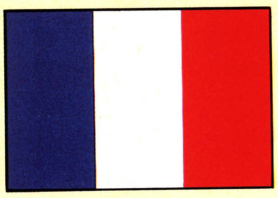
SOMMAIRE

Notre *Editorial,* page 10, a pour sujet la Conférence organisée à Bruxelles par la **Commission Européenne** le 16 et le 17 Décembre. Des représentants de chaque branche de l'industrie du jeu, machines à sous, casinos, bingos, loteries et courses hippiques seront invités à présenter leur opinion devant les représentants officiels avant que la Commission Européenne décide ou non d'harmoniser la législation des jeux. Il est vital que toutes les personnes impliquées dans le domaine des jeux soient représentées lors de cette réunion car la Commission doit prendre rapidement une décision sur la nouvelle législation. Il faut une invitation pour pouvoir participer à cette conférence. Toutes les personnes qui ne seront pas représentées par une association professionnelle doivent donc contacter Mr. Schmitt von Sydow ou Mr Jonathan Stoodley, Unit III/F6 par fax au +32-2-2350126 ... (page 14) **Mike Newton,** journaliste bien connu d'*EuroSlot,* est décédé soudainement le 13 Novembre ... **Felaco, Italie** organise une soirée de gala ... Organisation d'une association professionnelle en **Pologne** ... La **Finlande** est admise au sein d'**Euromat** ... **Namco, Japon** ouvre un complexe de loisirs de 12 etages ... (page 16) **Stella, Allemagne** lance 5 machines pour la **Tchécoslovaquie** ... **Michael Shefras, G-B** et **Franz Szechenyi, Autriche** sont nommés délégués d'honneur d'Euromat. **Leisure Trade, Norvège** monte une société de distribution à Bergen ... (page 18) Augmentation des taxes sur les machines en **Espagne** à partir de 1992 ... **SNK** crée une société à Rome ... (page 20) Parution d'un rapport sur le jeu en **Hollande** ... Eterna lance la vidéo Bubble Fair ... (page 22) **Associated Leisure** licencie ... La **Suède** pose sa candidature à **Euromat** ... **Capcom** signe un accord pour le jeu de rédemption de **Lazertron** ... (page 24) L'exposition **Miplay** organisée par **Sindaut/Cisl** se déroulera du 4 au 7 Décembre à Milan ... Au **Royaume-Uni, PCP** et **AL** créent des machines pour la **Tchécoslovaquie** ... Nouvelle législation en **Nouvelle-Zélande** ... Taj Mahal, **Hollande** instaure de nouveaux standards ... (page 28) **Ullrich Schulze** déclare que **NSM** est numéro un ... Statistiques concernant les crimes liés au jeu au **Japon** ... (page 30) **René Pierre,** France exposera lors de l'UWA qui se dérolera à Gera en **Allemagne** ... L'exposition **Intershau** se déroulera à Dusseldorf en Allemagne du 12 au 14 Février ... Un député européen **irlandais** présente le rapport **Coopers et Lybrand** devant le Parlement Européen ... (page 36) De nouvelles machines ... (page 42) *Under Cover:* les échos de l'industrie ... (page 46) Un article sur la **Tchécoslovaquie** ... (page 50) Les cours mensuels moyens des changes incluent maintenant le Dollar US et le Yen ...(page 52) *Europeople* présente des personnalités de l'industrie en **Allemagne, Holland** et **Norvège** ... La réunion d'**Euromat** à Rome définit les stratégies pour 1992 ... (page 62) Article spécial sur les jeux de rédemption ... (page 72) **Jac van Ham** en **Hollande** ... (page 76)



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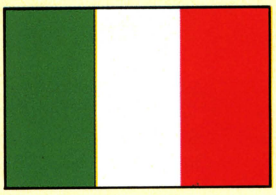
SINOSSI

Il nostro articolo di fondo a pagina 10 si occupa della Conferenza convocata dalla **Commissione Europea** a Bruxelles il 16 e 17 dicembre. Rappresentanti dei vari settori dei giochi d'azzardo, macchine a gettoni, casinò, tambole, lotterie, corse dei cavalli e totalizzatori verranno invitati ad esprimere le proprie opinioni ai membri della Commissione Europea prima che questa decida se armonizzare o meno le norme sui giochi d'azzardo. E' estremamente importante che a questa conferenza prendano parte tutti quelli che si occupano dei giochi d'azzardo giacchè la Commissione Europea è sotta pressione perché raggiunga una rapida decisione sulle nuove legislazioni. La presenza è per inviti, ma chi non è rappresentato da un'associazione commerciale dovrebbe contattare il Signor Schmitt von Sydow o il Signor Jonathan Stoodley alla Unit III/F6 per al numero +32-2-2350126 ... (pag. 14) Il popolare corrispondete della *EuroSlot,* **Mike Newton,** è deceduto improvvisamente il 13 novembre ... **Felaco, Italia,** tra tenuto una serata di gala ... In **Polania** viene creata un'organizzazione commerciale ... La Finlandia stata ammessa all'**Euromat** ... **Namco, Giappone** apre un complesso di divertimenti, a 12 piani ... (pag. 16) **Stella, Germania** lancia cinque maccine per la **Cecoslovacchia** ... **Michael Shefras, UK** e **Franz Szechobyi, Austria** vengono nominati delegati onorari dell'Euromat ... **Leisure Trade, Norvegia** stabilisce una società di distribuzione a Bergen ... (pag. 18) Altre tasse sulle macchine per la **Spagna** per il 1992 ... **SNK** forma società a **Roma** ... (pag. 20) Studio sui giochi d'azzardo in **Olanda** ... Eterna lancia il video Bubble Fair ... (pag. 22) **Associated Leisure** riduce il personale ... **Svezia** presenta domanda di divenire membro di Euromat ... **Capcom** firma un accordo con **Lazertron's** ... (pag. 24) Mostra **Miplay, Italia,** organizzata da **Sindaut/Cisl** dal 4 al 7 dicembre a Milano ... **PCP** e AL del **Regno Unito** fabbricano macchine per la **Cecoslovacchia** ... Nuove leggi per la **Nuova Zelanda** ... Taj Mahal, **Olanda** fissa nuovi standard ... (pag. 28) **NSM** in posizione numero uno dice **Ullrich Schulze** ... statistiche dei crimini collegati ai giochi d'azzardo in **Giappone** ... (pag. 30) **René Pierre, Francia** tra gli espositori alla mostra UWA a Gera, **Germania** ... Mostra **Intershau** Parks sarà aperta a Düsseldorf, in **Germania** dal 12 al 14 febbraio ... Euro deputy to irlandes discute la relazione **Coopers e Lybrand** al Parlamento Europeo ... (pag. 36) Nuove macchine ... (pag. 42) **Al Copertopettegolezzi** giornalieri nell'industria ... (pag. 46) Articolo sulla **Cecoslovacchia** ... (pag. 50). Il cambio medio mensile ora include il dollaro americano, e lo Yen giapponese ... (pag. 52) *Europeople* include personalità industriali della **Germania, Olanda** e **Norvegia** ... La riunione Euromat tenuta a Roma decide la strategia per il 1992 ... (pag. 62) Articolo speciale su giochi d'azzardo Redemption (pag. 72) tratta di **Jac van Ham, Olanda** ... (pag. 76). **Relazione Enada,**



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Comment

EDITORIAL

Christine A. Butterworth, Editor.

IF you have illusions of paving a peaceful and prosperous path for the industry in the New Year then mark your diaries for December 16 and 17, when DGIII of the European Commission is holding its Conference on gaming in Brussels.

It is not an event to miss so make sure you are professionally represented by your national trade association on that day.

Invitations to interested parties will be sent out by the EC at the beginning of December.

DGIII is headed by Mr. H. Schmitt von Sydow but the front man of the department who is working on the gaming sector on a day to day basis is Mr. Jonathan Stoodley who is organising the Conference.

After the Conference a permanent position on gaming will be prepared to put before Mr. Martin Bangemann, Commissioner in charge of the internal market.

We're all by now bored stiff with the much-maligned Coopers and Lybrand gaming study commissioned by the EC in a bid to present a picture of gaming as it stands today. But the December Conference has been organised as a direct result of the release of that report and the subsequent representations made to the EC by virtually all sectors of gaming.

Our own Euromat President, Willy Michiels, along with the President of the French delegation, Yves-Joel Mony and Euromat secretary Karen Piens, met with the EC on October 25 to discuss the possibility of harmonisation of gaming laws. They came away believing that the chances of harmonisation were remote but were not so naive as to believe it was impossible.

The Conference will take the shape of an open debate incorporating a series of hearings by all sectors of gaming, i.e. coin-operated gaming machines, casinos, bingo, lotteries, horse racing, tote, etc.

And the EC will assume the role of investigator, probing the minds of the European gaming fraternity to try to understand how it operates, to assess its needs and to listen to its views before making a decision on how European gaming could be integrated.

National coin machine laws could well be retained, particularly in the short term, as the biggest changes are likely to affect sectors of the industry where there is heavy cross-border activity, such as with lotteries in particular or with casinos where the subject of foreign ownership could become an issue. But we are informed that harmonisation on some aspects of coin machine operation is not out of the question.

The bottom line is that there is no room for complacency. Anyone with a stake in any aspect of gaming must be represented in Brussels in order to get the best deal possible before any formal decisions are taken by the EC.

Of prime importance to the EC are those rules which govern market interest and the freedom of movement between people in member states to operate without bias under the conditions of the Treaty of Rome. (The four principles of the EC are free circulation of goods, services, capital and people). Consumer protection, public health, public policy and public security are prime targets for debate.

DGIII would also be prepared to hear complaints from Community business people who do not feel they are getting a fair deal in their own country or in other member states. The EC may intervene in cases where discrimination could be proved.

There is little doubt that the EC is pushing for a fast decision on the future handling of gaming, particularly since it discovered what a lucrative ($53bn. turnover) stronghold it is.

We may complain bitterly that the EC is about to rush legislation through with indecent haste, possibly to the detriment of the industry. We could well be right. But, whatever we believe, it's important to be in Brussels to strike the best deal possible.

As Jonathan Stoodley commented to *EuroSlot*. "If they attend the Conference they can't argue later that they didn't have the opportunity to put their views forward."

It could be now or never, so let's make it now.

And, on a lighter note, after you've staked your claim in Brussels, please switch off for a week or two to enjoy a very Happy Christmas and a peaceful New Year!

Christine B.

If your invitation to the EC Conference doesn't arrive, contact: Mr. H. Schmitt von Sydow at Unit III/F6, Rue de la Loi 200, 1049 Brussels, preferably by fax on +32-2-2350126.

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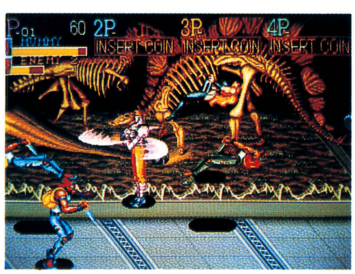

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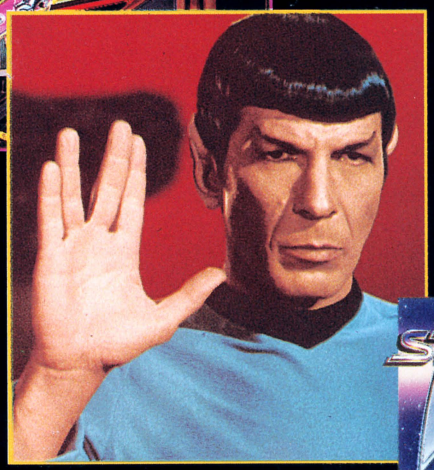

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Mr. Kawasaki, President of SNK, Japan, receives his award from Mr. Felaco.

ITALY

Felaco's glittering occasion

THE Felaco group, the Italian company which controls Intervideo and Generalgame, among others, hosted a glittering occasion during the Enada show in Rome. A grand gala evening was arranged by Felaco President Gaetano Felaco at the Sheraton Hotel with over 120 guests from Italy, Portugal, the UK, France, Belgium and Japan.

Mr. Felaco presented a number of awards during the evening, including one to Mr. E. Kawasaki, President of SNK foı his leadership in electronic games in Europe; Michael Ansell of Lordsvale Leisure in the UK, Mr. Jose Pinto, President of Hiper Mar, Portugal; and companies Tab Austria, Covielsa SA of Spain, Jeutel of France and Compu-Game AS of Denmark for their contributions to Intervideo and Generalgame products.

Italian companies honoured included Sipe, Mondial Games, Effetto Gioco, Cafaggi, Videigiochi Oracolo, Etna Giochi, Master Games, Videostar, Novarmatic, Torino Games, LF Elettronic, Games Electronic Flowers, Filannino, Nolomatic, A. Morreale, CMA Mobili Teressi.

At the Enada show Generalgames displayed the SNK Neo-Geo system and also the 330 Mega Neo-Aec, the home games system. Intervideo launched a new electronic circuit which has been given the Italian TMQ mark (Istituto Italiana Mark of Quality) as well as a new 16 x 9 Cinemascope monitor.

JAPAN

New Namco leisure complex

THE 12-storey AMZA 1000 leisure complex in Osaka has been opened by Namco. The building includes a game centre on the second and third floors, a karaoke box on the fourth floor, a restaurant on the 12th floor and a capsule hotel and sauna in between. The games rooms include a redemption centre and the Galaxian 3/Project Dragoon ride, a 10-minute virtual reality feature seating 16 players at a time. It plays for 500 yen. ($3.20).

POLAND

Contacts with the west

WHEN Euromat held a general assembly in Rome, President Willy Michiels of Belgium reported to the 12 countries present that a contact had been made with a group of operators in Poland who were seeking to set up their own trade association. He said that he would pass on the contacts to member countries who may be able to assist the Poles.

FINLAND

Into Euromat

FINLAND'S Automaatti-Vuokraajat r.y. trade association was admitted into membership of Euromat at its first attempt when Euromat held a general assembly in Rome. It makes Finland the 13th country to join the coin machine federation.

DIARY

1991

December 4-7:
MIPLAY, 91 (International Fair of Automatic Amusement Machines), Milan Exhibition Centre, Milan, Italy,
Contact, Miplay, Via delle Acque, 1-02100 Rieti.
Tel. 0746-485732.
Fax. 0746-485733.

December 10-13:
FORAINEXPO,-AMUSEXPO, Le Bourget, Paris.
Contact, Francoise Regnier, 8 Rue de la Michodiere, 75002, Paris, France.
Tel. 33-1-474 29256.
Fax 33-1-426 61428.

1992

January 7-9:
VAN-EXPO, MECC-Centre, Maastricht, Holland.
Contact: Buro Zondag-Stam, P.O. Box 70, NL-5258 ZH Berlicum, Holland.
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Fax. +31 (0) 4103-3687.

January 17-19:
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Contact: Michael or Karen Shefras, 1st Administration Management Services Ltd., 29 The Ridings, Epsom, Surrey KT18 5JQ.
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Fax. 44-(0) 3727-40925.

January 22-25:
IMA, Frankfurt, Germany.
Contact: Blenheim Heckmann GmbH, Kapellenstrasse 47 D-6200 Wiesbaden, Germany.
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Fax. +49-611-580417.

OBITUARY

Death of Mike Newton

EUROSLOT was deeply shocked on November 13, to learn of the sudden death that day of staff member Mr. Michael Newton, BEM, (above) from a heart attack. Mike was an extremely popular personality and a senior writer for both *EuroSlot* and *Coin Slot* where he had been a member of staff for eight years. With many years' service in the army, including a spell with the special elite SAS, he had been in coin machine journalism for about ten years. He was equally well-known and liked on the international scene and a popular visitor to many exhibitions. Our sympathy goes to his widow, Joan.

FRANCE

Farewell to 10 franc coin

OPERATORS have had to reprogram their electronic slot mechanisms since the French finance minister announced that the single colour 10 franc coin would be withdrawn.

This has been replaced by a two-colour 10 franc coin of smaller diameter, which is already in circulation, and which is struck and crimped simultaneously by a special process which makes forgery difficult. There are now 550 million 10 franc two colour pieces in circulation. By spring 1992 a new 20-franc coin should be released.

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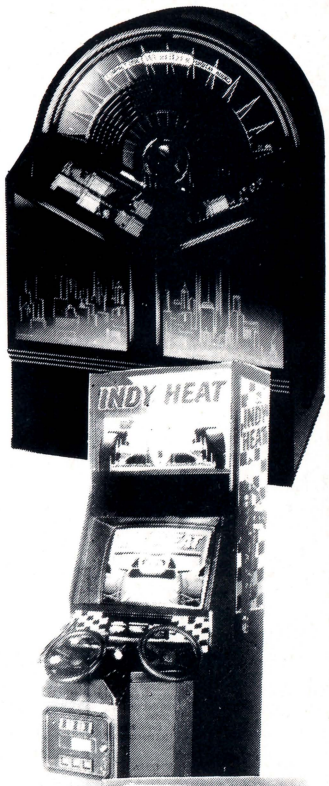

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POLAND	0044	81	336	1222	0044	81	336	1487
PORTUGAL	0044	81	336	1222	0044	81	336	1487
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SWEDEN	00944	81	336	1222	00944	81	336	1487
SWITZERLAND	0044	81	336	1222	0044	81	336	1487
TENERIFFE	0744	81	336	1222	0744	81	336	1487
TUNISIA	0044	81	336	1222	0044	81	336	1487
TURKEY	9944	81	336	1222	9944	81	336	1487
UK & IRELAND	010	81	336	1222	010	81	336	1487
UAE	0044	81	336	1222	0044	81	336	1487
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NORWAY

New video outlet

NORWEGIAN operator Paul Bruvik of Leisure Trade at Bergen, has set up a new distribution company to sell video cabinets and PCB games with his son, Vidor.

Their new venture is Videomaster (Norway) and in addition to bringing in PCB games from original manufacturers, the company will distribute British-built Video-master cabinets from Monarch Automatics in Birmingham.

Previously Mr. Bruvik's sales activities, which also included selling Hazel Grove and Bristol Coin pool and snooker products, had been conducted under his Leisure Trade company name.

Paul Bruvik with John Berenbaum of Monarch Automatics and one of the Videomaster cabinets.

UK/NORWAY

Ace boost with Lykke Lotto

ACE Coin Equipment, the UK manufacturer, enjoyed a major success with its Lykke Lotto game at the recent Norwegian coin machine exhibition. Ace's Steve Barrett said that the company had written orders for 130 of the machines as a direct result of the exhibition. The company exhibited on the stand of its distributor, Las Vegas Casino AS of Bergen. Most of Norway's lotto machines are now of the Ace model.

AUSTRIA/UK

Pioneers honoured

WHEN Euromat held a general assembly in Rome in October, former Treasurer Franz Szechenyi of Austria and former First Vice-President Michael Shefras of the UK were both granted Delegate of Honour status by the organisation in recognition of their long service to the federation.

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Kashi Riversi
Tonakai Build
Kandasakum
Chiyoda-Ku, Tokyo,
Japan.
Tel. +81-3-866-9371.
Fax.
+81-3-866-9389.

February 25-27:
BLACKPOOL SHOW,
Winter Gardens,
Blackpool, England.
Contact: North West Exhibitions, Winter Gardens, Blackpool, England FY1 3PL.
Tel. +44 253-25252.
Fax. +44 253 751204.

March 10-11:
AMUSEXPO,
Green Isle Hotel,
Dublin.
Contact, Martin Dempsey, Enterprise Centre, Melitta Road, Kildare, Ireland.
Tel. +353-45-21190.
Fax. +353-45-21438.

March 11-14:
LEISURE AND RECREATION '92,
Sunshine City Exhibitions Centre,
Ikebukuro, Tokyo,
Japan.
Contact, JETRO, 2-5 Toranomon 2-Chome, Minato-ku, Tokyo 105, Japan.
Tel. (03) 3582-5242.
Fax. (03) 3505-0450.

CZECHOSLOVAKIA

Five new Stella games

CZECH officials met with Bernd Donalies, Managing Director of Stella, Germany, in November to approve five new types of AWP to be launched by Stella, specifically for the Czech market. Said Mr. Donalies: "As the industry is comparatively new we have produced simple to play machines without too many features to take players through the early learning curve."

The law states that machines must come with a six-month guarantee against fault. Stella is to open a showroom/service depot in Prague in December.

The company which distributes under the Stella banner and operates under Spielotech (both part of the Gauselmann Group) is looking very closely at investment in all former eastern bloc countries and is preparing to open arcades in Czechoslovakia in the next few months.

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To conquer, you have to master joystick and button actions to obtain the finesse of your own.
Upon wiping out enemies, 2 players must fight with one another to decide who to win and go on to a next stage.

SNK

SNK CORPORATION
SNK BLDG.,18-8 TOYOTSU-CHO, SUITA-SHI, OSAKA, 564, JAPAN.
TELEPHONE:(06)338-7007 FAX:(06)338-7150 TELEX:523-6785 SNK COJ.

SPAIN

Bad news for '92

SPANISH payout machine operators are looking forward to 1992 with some trepidation. Local taxes on machines were 20,000 pesetas per machine per year (approximately US$200) on machines in single sites (street locations) up to now. All of that changes in the new year. From January 1 the system changes and there will be a tax on both the operator of the machine and on the premises where it is operated.

It may range from 15,000 pesetas ($150) up to 30,000 pesetas ($300) on each side and in theory, therefore, could amount to 60,000 pesetas ($600) in all. The amount of tax depends upon individual municipalities or local authorities and they have the right to establish the tax from a minimum of 15,000 pesetas to a maximum of 30,000 for both machines and locations each year.

All of this comes against a background in which operators have had to pay a backdated tax bill for 1990 which most of them have just completed paying in retrospect. By the time the new local taxes come in, there will be 220,000 AWP machines in operation in single sites, arcades and bingo halls. The law will permit the operation of two machines for each single site in all 23 provinces of Spain, operated under the control of the national Gaming Board. Jackpots have been reduced from 12,500 pesetas ($150) to 7,500 pesetas ($80) although it has not been applied everywhere, with Cataluna, Pais Vasco, Andalucia and the Canary Islands still operating on the old figures.

US

Mario Pinball

GIL POLLOCK, Chairman of Premier Technology, has announced that the company has signed a licensing contract with Nintendo to develop a Gottlieb pintable based on the famous figure of Mario. The game should be released by the ACME spring fair.

Mr. Eikichi Kawasaki, President of the SNK Corporation, with Mr. Gaetano Felaco, Chairman of the Generalgames of Italy and Intervideo of Spain, with Generalgames' 4-game system video cabinet.

ITALY

SNK forms new company

AT the recent Enada Exhibition in Italy, Mr. Eikichi Kawasaki, President of the SNK Corporation, told *EuroSlot* that he will soon be forming a new company based in Rome called GSI Corporation, which will herald a major push into the European markets of SNK's Neo-Geo System.

The initials of the new company, GSI, are derived from the initials of the three companies concerned—Generalgames of Italy, SNK, and Intervideo of Spain. Mr. Gaetano Felaco is Chairman of both Generalgames and Intervideo. Generalgames manufactures video game cabinets and Intervideo manufactures a range of monitors.

Speaking through his manager overseas division, Mr. Yoshikazu Jinno, Mr. Kawasaki told *EuroSlot:* "Italy is the number one market for us at the moment and Spain is the number two. Generalgames of Italy has been handling the French market for us for the past 10 months and will also be pushing into eastern European markets for us."

The SNK Corporation of America handles Japan, the USA and South East Asia.

"We have produced 26 games for the Neo-Geo System in the last 18 months. We have 15 third parties writing games for us and I hope they will come up with at least 12 games a year, but we are aiming for at least 20."

DIARY

March 12-15:
SPRING ENADA, Rimini, Italy.
Contact, Piero Venturelli, Entge Autonomo, Fies di Rimini, Via Della Fiera 52, 47037 Rimini, Italy.
Tel. (+39) 541-782000.
Fax. (+39) 541-774313.

March 15-17:
AMERICAN COIN MACHINE EXPOSITION, San Antonio Convention Centre, San Antonio, Texas.
Contact: William T. Glasgow Inc., 160666, Park Avenue, South Holland, Illinois 60473, USA.
Tel. 312 333 9292.
Fax. 312 333 4086.

March 24-26:
INTERNATIONAL GAMING BUSINESS EXPOSITION EUROPA, ESPACE FONTVIELLE, MONACO.
Contact, CMC, 200 Connecticut Avenue, Norwalk, CT 06856-4990, USA.
Tel. +1-203-852-0500.
Fax +1-203-838-3710.

April 7-9:
NATIONAL PUB, CLUB AND LEISURE SHOW, Olympia 2, London.
Contact, Times House, Station Approach, Ruislip, Middlesex, HA4 8NB, UK.
Tel. +44-895-677677.
Fax. +44-895-676027.

US

Arachnid sales chief

ARACHNID, the manufacturer of dart games, has added Kevin R. McNair to its staff. Mr. McNair's position will be Director of Sales/Marketing for Arachnid's newly formed Gaming Division.

Kevin McNair has a BS Degree in Marketing/Marketing Research from the University of Nevada, Las Vegas and is pursuing his Masters in the same areas. He was worked in gaming for nine years including United Gaming, Inc., owner/operator of hotel casinos. Preceding to that he worked for the Las Vegas Hilton Hotel/Casino and Sigma Games.

US

World Darts Series in Knoxville

THE Merit Industries World Series of Darts Volunteer Open was held in October at the Hilton Hotel in Knoxville for $10,000 in prizes. There were over 750 player entries in classifications which included 501, cricket, team 401, mixed triples, draw doubles 301, doubles 501 and master out. There was also a Youth Shoot competition for competitors aged 14 and under. There are eight venues in the total competition. It had started its fifth year at the end of September at Bloomington, Illinois.

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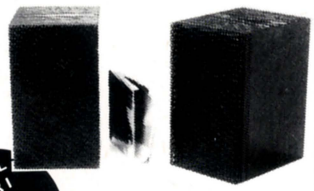

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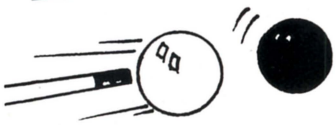

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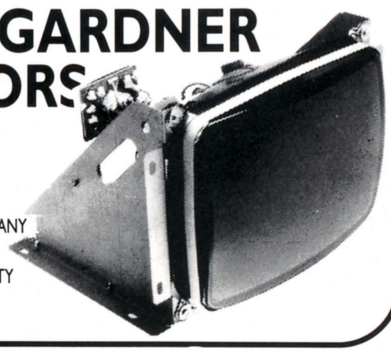

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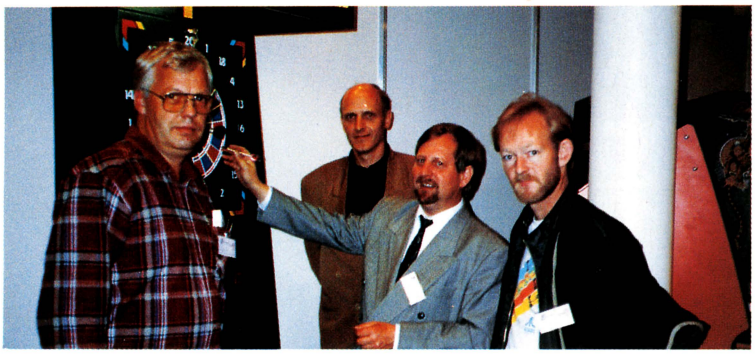

At a recent Norwegian exhibition with the Merkur darts game are, left to right, Kjell Fossum of Stigum, Odd Hjelde of Stigum, Rolf Kapahnke of Nova and Erik Hagen of Terratrade.

NORWAY

Going all out for darts

GERMANY'S Nova Apparate of Hamburg is making a determined effort to re-introduce electronic darts game to Norway. After initial successes a few years ago, darts died out in Norway, but that was because the game was not actively promoted there, maintain distributors Stigum Company AS of Trondheim.

Stigum is distributing the Merit darts games built under Nova's Merkur name and with the Germany company's backing and considerable expertise, Stigum is introducing leagues and tournaments to see if the game can be finally established in Norway.

UK

Karaoke's bright future

IN the first research undertaken of the UK karaoke market, Pioneer High Fidelity (GB) Ltd. has confirmed that karaoke holds the key for the licensed trade to capitalise on continued growth and success of the sector.

Pioneer's research was undertaken in two stages. The first was of the overall market place, including both non-users and users of karaoke; and the second, of current owners of the Pioneer LaserKaraok System.

The karaoke market in the UK is still relatively young, with 68 per cent of all current users having run karaoke for less than six months. Due to its relatively recent arrival, the UK market's huge potential is currently being under exploited with only 20 per cent of potential licensed trade sites reaping the benefits of karaoke.

The research revealed that of all karaoke users (whether hiring or owning), pubs hold the highest percentage of the total market. Actual ownership in pubs/hotels bars, currently accounts for 49 per cent of Pioneer sales.

The majority of users within the total market hire units. Of lapsed karaoke users—most of whom hired in equipment—the majority only tried karaoke once or twice before discarding it.

According to Pioneer, 84 per cent of LaserKaraoke owners have experienced a significant increase in bar sales, 81 per cent an improved atmosphere and 75 per cent an increase in their visitor figures; this is in comparison to total market figures of 73 per cent, 72 per cent and 63 per cent respectively.

FRANCE

Eterna launch Bubble Fair

ETERNA part of the Sisteme group, has launched a new one/two player video, Bubble Fair, which is a noughts and crosses game played against a fairground background.

Digitalised images in 256 colours on a full screen offer challenges at all levels of the game. Background music is reminiscent of a fairground barrel organ.

DIARY

April 11-14:
INTERNATIONAL AMUSEMENT AND LEISURE EQUIPMENT EXHIBITION
Palace of Culture and Science, Warsaw, Poland.
Contact, Eurotrade Exhibitions, First Floor, 13 Sansome Place, Worcester. Tel. 0905-613256. Fax. 0905-724768.

June 23-25:
EUROPEAN CASINO CONGRESS & EXPO, Nice, France.
Contact, Gaming and Wagering Business, Seven Penn Plaza, New York, NY10001-3900. Tel. +1-212-594-4120. Fax. +1-212-714-0514.

August 27-29:
JAMMA SHOW, Japan Convention Centre, Makuhari Messe, 2-Makase Chibi-Shi, China, Tokyo.
Contact, JAMMA, Room 704, TBR Building, 2-10-2, Nagata-Cho, Choyoda Ward, Tokyo 100. Tel. +81-3-593-2562.

September 22-24:
WORLD GAMING CONGRESS & EXPO, Las Vegas, Nevada, USA.
Contact, Gaming and Wagering Business, Seven Penn Plaza, New York, NY10001-3900. Tel. +1-212-594-4120. Fax. +1-212-714-0514.

HOLLAND

Gambling study released

VAN, the Dutch coin machine organisation, has taken part in the Vakgroep Planning Organisatie en Beleid at the Rijksuniversiteit in Utrecht, commissioning a study on compulsive gambling. The study has made a close examination of what turns a player for fun into a compulsive gambler. The study has been edited into a brochure entitled *Beat the Box*, setting out in clear terms the aims and results of the study and recommendations.

In the study a total of 143 people were interviewed in gaming halls, snack bars and cafes. Finally 53 people were identified as problem players and 90 as recreational players. The ratio was not taken as representative of the ratio of leisure players to compulsive gamblers and it is considered an over estimate. In their conclusions the researchers estimated that there are around 10,000 compulsive gamblers in Holland.

They concluded that the conversion from recreational to compulsive gamblers was an unconscious process.

The player profile shows that 80 per cent are younger than 30, mostly male and with a predominance of low or average level of education. Over half earn up to 1,500 guilders each month ($800] and most become acquainted with slot machines at an early age either in a snack bar or canteen. Eighty per cent played at least once a week, one in five played every day.

The recommendations fell within the framework of the self-governing policy of VAN, but the report asks for information to be available for players to read about the risks in gaming. VAN has pointed out that it has always recommended the use of folders and stickers to its members. Additionally, major arcade owners have instituted training sessions for staff to pinpoint and deal with gambling compulsion when spotted. VAN has also adopted a minimum age limit of 18 years.

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ITALY/AUSTRIA

Rowe awards sales

DURING the Enada show in Rome, Rowe AMI presented awards to their Austrian and Italian distributor for outstanding sales achievements. Robert Navara, international sales manager made the awards to Tiziano Tredese of Elmac in Italy and to Franz Szecheyni of the company of the same name in Austria. The top photograph shows Mr. Navara making the presentation to Mr. Szecheyni and the bottom picture shows Mr. Navara and Mr. Tredese.

US

Capcom deal with Lazertron

CAPCOM has signed an exclusive world-wide marketing agreement for Lazertron's Bank-It redemption game. Jeff Walker who handles sales in the US for Capcom said that the game was testing even more strongly than Lazertron's other major redemption game, Hop-a-Tic-Tac-Toe.

Capcom USA has acquired the services of Ron Malinowski, formerly from the major games room chain Aladdin's Castle, as special projects director to look after Bank-It and Capcom's other major acquisition, Bowlingo.

UK

AL makes senior men redundant

ASSOCIATED Leisure, the largest operator of coin machine in Great Britain, with over 50,000 pieces of equipment out on location—-principally in single sites or street locations—has made redundant five members of its senior management, including some well-known on the international market place.

Andy Etherington, marketing and development director; David Stevenson, personnel director; David Wilcox, director of asset management; Roy Wasley, technical director and David Howitt, financial director asset management are the names which have been announced.

Managing Director John Kelly said in a press release: "These redundancies are a direct result of the current trading situation and in no way reflect the achievements of the five individuals."

SWEDEN

Applies to join Euromat

THE Swedish coin machine trade association, the Sveriges Automatagares Riksfosbund (SVAR), at its general meeting in Stockholm on October 29 was addressed by Mr. Ole Imerslund, the Norwegian delegate to Euromat. Mr. Imerslund had been invited to talk to the meeting to outline the format and aspirations of the organisation.

The SVAR decided that it would formally apply to join Euromat, an application which will be studied by the Presidium in February prior to the application being placed before the general assembly of Euromat in May.

The Swedish show was accompanied by a small exhibition.

DIARY

October 1-3: AMUSEMENT AND MUSIC OPERATORS' ASSOCIATION CONVENTION, Nashville, Tennessee, USA.
Contact, AMOA, 401 North Michigan Avenue, Chicago, Illinois, USA 60611. Tel. +1-312-644-6610. Fax. +1-312-321-6869.

November 9-11: RIVERBOAT GAMING CONGRESS, New Orleans, Louisiana, USA.
Contact, Gaming and Wagering Business, Seven Penn Plaza, New York, NY10001-3900. Tel. +1-212-594-4120. Fax. +1-212-714-0514.

1993

January 31-February 3: INTERNATIONAL PROFESSIONAL LEISURE MANAGEMENT AND RESORT DEVELOPMENT EXHIBITION, Harumi Fairgrounds, Tokyo, Japan.
Contact, Overseas Exhibition Services Ltd., 11 Manchester Square, London, W1M 5AB, UK. Tel. (+44) 71-486-1951. Fax. (+44) 71-486-5072.

JAPAN

JAMMA show statistics

FORTY-NINE companies took up 539 booths at this year's JAMMA show held in Tokyo on October 2 and 3. This was two more companies than in 1990. Around 900 booths were applied for but nearly half were declined because of space and safety. The attendance totalled 25,000, an increase of 21.9 per cent. The statistics show why the show is moving to the larger Makuhari Messe Convention Center and moving to three days next year.

NORWAY

Speedier reports

WHEN Euromat held its general assembly in Rome, the Norwegian delegate asked for the Presidium to consider a change in the rules to ensure that reports of meetings reach delegates no later than two weeks following the meetings and that agendas for forthcoming meetings arrive within two weeks of the date. He complained that information was not reaching delegates in time.

UK

Euro-V from Maggi, Euromax

EURO-V colour monitors introduced into the UK earlier this year, is now available only through Euromax Electronics and Maggi Coin.

Euro-V monitors are supplied in 14ins. to 28ins. tube sizes and are suitable for use as original equipment or as replacements on amusement machines such as videos, SWPs and poker games. They are fully interchangeable and compatible with Hantarex and Kortek. All have full remote control and are available to both DHHS and UL specifications.

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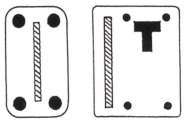

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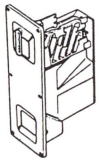

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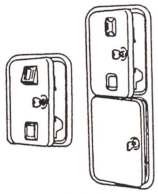
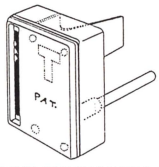


PORTELLI
MINI DOORS

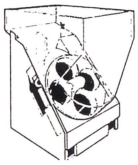
GETTONI CON SCANALATURE A RIBASSO
DOUBLE RIMMED TOKENS

GETTONI CON DUE CANALI
2-ROUND GROOVE TOKENS

GETTONI A CHIAVE BREVETTATA
KEY TOKENS, KEYED ONE SIDE



PULSANTI CON MASCHERINA GIÀ INSERITA
PUSH BUTTONS ASSEMBLY WITH TOKEN KEY PLATE FITTED



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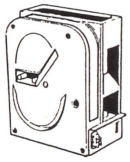

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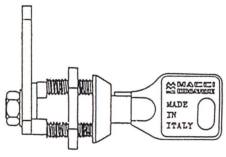

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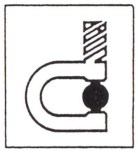

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CZECHOSLOVAKIA

New force to supply machines

TWO British companies, PCP Micro Products and Associated Leisure Sales, have joined forces to supply converted machines to eastern Europe, beginning with a new model for Czechoslovakia.

PCP is a specialist conversion house, designing new games to use on second hand machines while AL Sales is one of the UK's top distributors which has considerable experience on the export market.

The Czech machine has been the subject of an initial order of 400 units and negotiations are taking place for the supply of a minimum of 1,000 more annually. Four models, including Coast to Coast have been ordered with another three in development.

Independently of the Czech order, PCP has received a direct inquiry from Hungary which AL will also progress. The first game for the Hungarian market has been prepared and is now going through the necessary test procedures for that country.

The games have been geared to the payouts permitted in Czechoslovakia and Hungary (300-1 and 200-1 respectively) but include language and currency adaptations with input for the Czech market on one crown (three cents US) per play and acceptors taking one, two, five and ten crown pieces, paying out in one and five crown pieces. In Hungary play costs 20 forints (25 cents US) and acceptors are geared to 10 and 20 forint pieces paying out in 20s.

The two companies have established a training programme for overseas operators and distributors to back their equipment.

FRANCE

Darts aim for clubs

ESTABLISHED electronic leagues and clubs in France is proving to be the most successful way of promoting the game. Darts has still to become really popular in France but in areas where the 3FCE (French federation of electronically targeted darts) concentrates its tireless promotion of the game, a sound foothold has been made.

Recent tournaments have included the Picardy Cub held in Amiens and organised by Claude Therouin, the national technical director. Other heats have taken place in northern and eastern France.

Claude Therouin with the 3FCE French darts team.

TRADE ASSOCIATIONS

AUSTRIA
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CANADA
Amusement Machine Operators of Canada, 2684 Fenton Road, Gloucester, Ontario, K16 3N3. Tel. 613-822-6803. Fax. 613-822-0619. President, Dave Howison.

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EUROMAT
44 Place Princess Elisabeth, Bte 3, 1030 Brussels, Belgium. Tel. 2/242 7174. President, Willy Michiels. Tel. +32 2 242 7174/242 7177. Fax. +32 2 242 2419.

ITALY

Miplay this month

THIS month sees the first Miplay exhibition, an Italian coin machine show being held in Milan from December 4 to 7. The show is organised by the periodical Mondo Automatico in conjunction with the Sindaut/Cisl trade unions and the Fiera di Milano, a major complex of exhibition halls housing a variety of Italian products.

Sindaut was only formed in November 1990 but now claims 1,200 members among coin machine operators.

The Miplay show will encompass entertainments, shows, video games, juke boxes, billiards and pool and accessories, from both manufacturers and distributors. There will be vending machines, token machines, electronic darts, kiddie rides and machines and games for amusement parks.

FRANCE

British pool is popular

THE gradual growth of British-style pool tables in France is becoming more noticeable. The profitability of the tables has seduced the most reticent operators in the areas which resisted the spread of the games.

Superleague France and Eightball Premier are the leading UK makes, competing with French tables built by Supreme and France 8 Pool which recently organised a successful tournament for this type of game held at Libourne in the south-west.

CANADA

Handling NSM

NSM-America has announced that Canadian Amusement Games, headed by Brad Wiess as owner/manager, Burnaby, British Columbia, is a new distributor.

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USA

Data East celebrates five years

THE fifth anniversary of Japanese innovator Data East entering the pinball market, was celebrated at the Chicago factory of Data East USA Inc. in October. The wholly-owned subsidiary of the Japanese company was the first major contender in the pinball sector of the market for many years, competing against major names which had been around for 50-plus years.

Gary Stern, Joe Kaminkow and Shelley Sax set up the factory and masterminded the games and current President of the company, Joe Keenan commented: "Their leadership and foresight led to the arrival of Data East on the scene as a respected member of the coin-op industry."

Data East pinball founders Joe Kaminkow, Shelley Sax and Gary Stern.

There is currently a workforce of 300 people at the factory building the latest game, Batman, the 13th in the range which has seen 33,000 machines delivered to customers. Data East USA enjoys sales of over US$80m. and in addition to pinball and other arcade machines is involved as a software producer for IBM PC/compatibles, Amiga, Commodore, Macintosh and games for Nintendo.

NEW ZEALAND

Newly defined gaming laws

THE New Zealand government has recently redefined its gaming laws to outlaw all types of "grey" area gaming on all sites except licensed premises and areas with restricted access to minors.

Over a period of many years thousands of AWPs had been exported from the UK but now street locations cannot operate gaming or AWP machines. Additionally, video games earnings are at an all time low in both single sites (bars, cafes) and arcade locations.

However as the general economic recession which has hit New Zealand bottoms out there is expected to be an upturn in business but improvement is likely to be slow with many smaller operators leaving the business.

US/JAPAN

Bowlingo update

CAPCOM, which markets Bowlingo in the US and Japan, is set to build up to 3,000 lanes across Japan and the US over the next 12 months, according to Bowlingo's leading distributor, Henry Grant of Belgium.

So far the UK has been the game's biggest market with over 100 lanes marketed by Reg Morosoli of UK distributors DMD over the past 12 months but now Japan and the US look set to take the lead.

In addition 60 lanes have been installed in Mexico City with a further 60 ordered. Six lanes have been built in South Africa and interest has been shown in Turkey, Portugal, Switzerland and Sweden.

Bowlingo is a mini ten-pin bowling game which has become a sport in its own right in arcades. Said Mr. Grant: "Bowlingo represents a major investment for arcade owners, distributors or operators but with each installation the outlay has been recouped within 12 months."

TRADE ASSOCIATIONS

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Suomen Automaattiyhdistys R.Y., Ratakatu 21 A7, 00121 Helsinki Finland.

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HOLLAND

Taj Mahal sets new standards

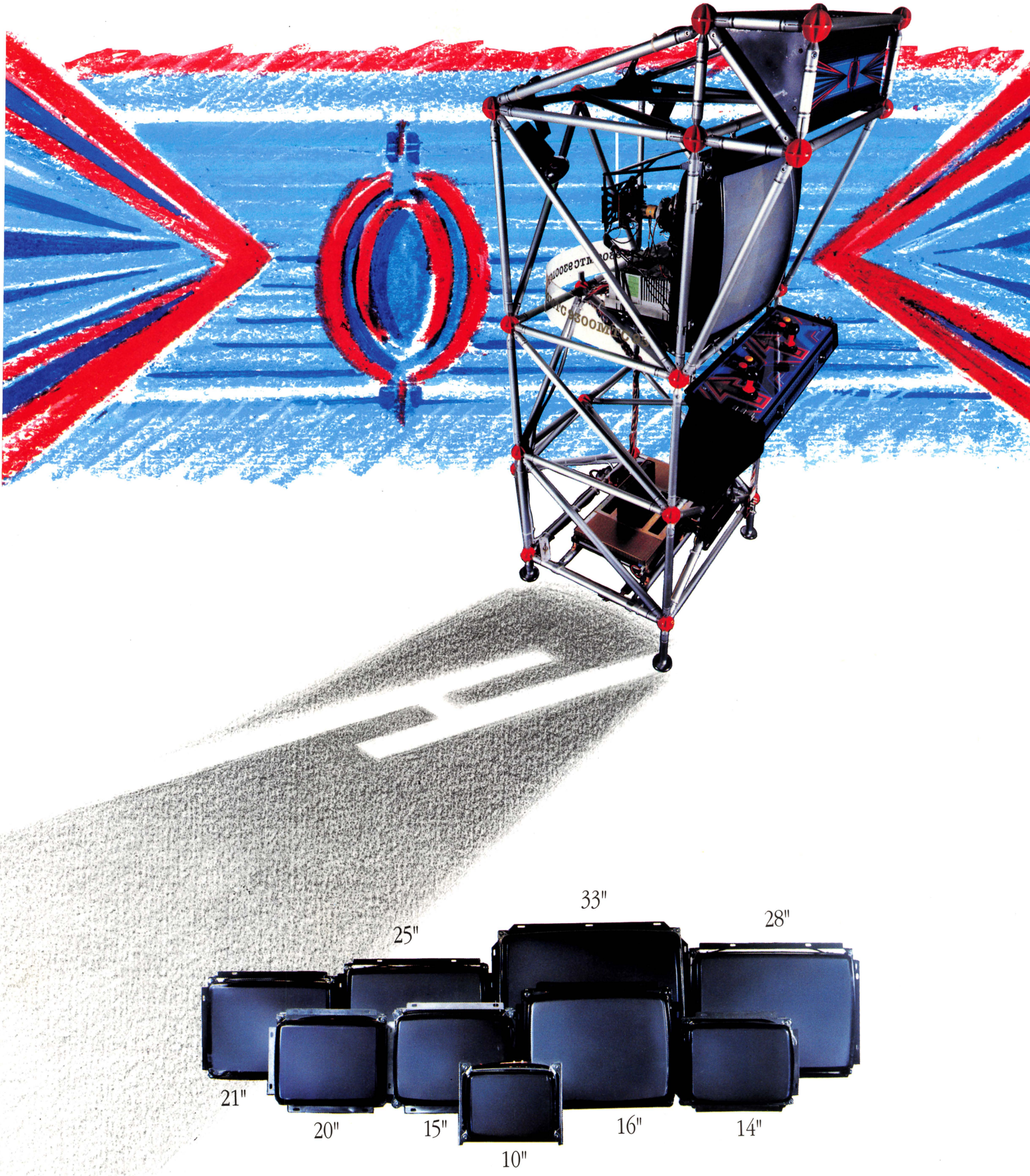
THE glittering new Taj Mahal amusement complex is the latest in the chain of Fair Play centres opened in Holland by Janshen-Hahnraths. The new one is in the company's home town of Kerkrade. The centre has an eastern theme, inspired by the casinos of Las Vegas and Atlantic City.

The 100-machine centre also offers bowling, snooker, electronic darts, table football, pool and a mini-golf putting machine as well as a video screen wall. The centre covers 1,200 square metres and in the words of Mr. Chris Hahnraths: "Nowhere in Holland is there a place to compare with it in our industry, perhaps nowhere in Europe—it stands alone."

On the centre's opening night several hundred people gathered for the occasion to be addressed by John Janshen who told the local burgemeister: "Unfortunately in other parts of our country we are still faced with councillors who think that amusement centres should be stopped or kept as small and remote as possible. Kerkrade has rather a different view of things."

By the company's request, the normal Dutch custom of sending an abundance of flowers to the opening was replaced by donations to the Medics Without Frontiers organisation and a representative of it received a donation of 34,000 guilders (over US$17,000) on the evening. Most of the money will be used in Cambodia.

John Janshen addresses the guests at the opening of the Taj Mahal.



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JAPAN

Machine crimes statistics

ACCORDING to figures just released by the Japanese police, the number of crimes related to abuse of coin machine regulations appears to have dropped in 1990, but the statistics are being questioned in the Japanese trade.

The police "White Paper 91" as it is called, relates to police enforcement and its section on crimes relating to gaming video machines and poker games shows a decline in criminal activity between 1989 and 1990.

The number of arrests peaked in 1981-83 and then reduced before the New Fuei Act of 1986 put amusement arcades and illegal gaming parlours in the same category. This has led to increases between 1986 and 1988 which in the trade has fuelled criticism of the Act which was supposed to prevent that kind of criminal activity.

The widespread incidence of illegal casinos in Japan and the apparent failure of the police to clamp down on them, is deplored by the amusement industry.

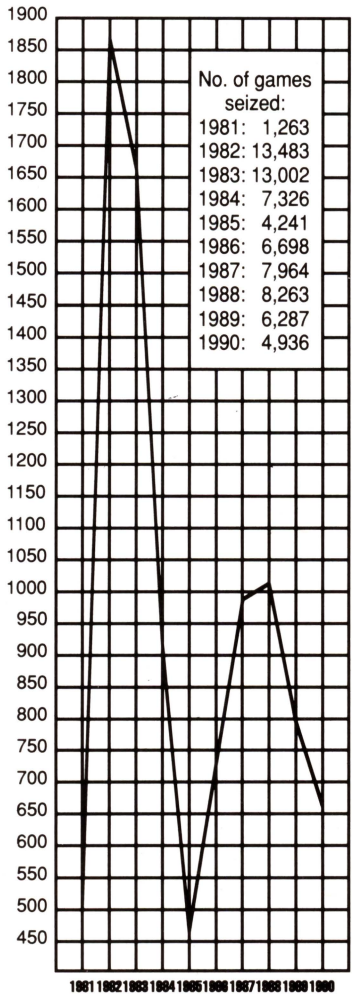
It is felt that, although many of the amusement operators dissociate themselves from gaming machine operators, the fact that the former also operate "medal game", gaming machines paying out only replayable tokens, may be leading to confusion and forcing the police to the conclusion that the two sectors are one.

According to police statistics, the number of "game centres" (amusement arcades and gaming clubs) decreased between 1986 and 1990 from 45,549 to 39,533, including both licensed and unlicensed operations. Arrests totalled 677 in 1990.

The report also highlights the famous Pachinko parlours of Japan, which are authorised by the police to exchange the play balls or medal tokens for prizes but not for cash.

At the end of 1990 there were 3,233,000 Pachinko machines and 672,00 Pachinko-type slot machines (Pachi-slot) and 103,000 other gaming machines operated at 16,704 locations.

Japanese gaming related arrests 1981-1990



US

General manager at Coin

JAMES Brendel has been appointed general manager of Coin Controls Inc. and will be responsible for Coin Controls International operations in the Americas. In his three years with the company, Mr. Brendel has held positions in finance, operations and new business development. Based at the US headquarters in Elk Grove, Illinois, he will report directly to Coin Controls International group Managing Director, Richard Williams, who is based at the company's world headquarters in Oldham, UK.

TRADE ASSOCIATIONS

HOLLAND
Vereniging Automatenhandel Nederland, Postbus 210, 5240 AE ROSMALEN, Nederlands. Secretary, Mrs. A. M. Kok. Tel. 31-419219156. Fax 31-419211286.

IRELAND (NORTHERN)
Northern Ireland Amusement Caterers' Trade Association, 58 Mallusk Road, Hyde Park Industrial Estate, Newtownabbey, Co. Antrim BT36 8PX, Northern Ireland. Secretary, J. Sander.

IRELAND (SOUTHERN)
Irish Amusement Trades Association, Unit 1, Anne Street, Wexford, S. Ireland. Secretary, John Roche. Tel. +353 53 41316.

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SAPAR Sezioni Apparecchi per Pubbliche Attrazioni Ricreative, Via di Villa Patrizi 10, 00161 Roma, Italy. Secretary, M. Maneschi. Tel. +39 6 440 3686. Fax +39 6 4402718.

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GERMANY

NSM No.1 in the world!

THE claim is made by Ullrich D. Schulze, Managing Director of NSM of Bingen, Germany, on behalf of his 35-year-old company. He made it at a special celebration in Dallas, Texas, on November 8, when NSM's American distributors and operators were linked with the Bingen factory personnel via satellite television to toast "a momentous occasion in German history and the history of the juke box." Mr. Schulze told *EuroSlot*: "For many years now we have struggled to recapture the leadership in what was originally an industry inspired by a German immigrant to the US. This year we will have reclaimed the title of number one juke box company in the world, a title held by American companies up to November."

Randolph Wurlitzer, whose name was subsequently to be immortalised by another juke box company, is credited with inventing the juke box when he emigrated to the US. The art was adopted by American companies which became dominant. Now another German company, NSM is claiming to be the world's largest manufacturer and to mark the occasion, Mr. Schulze announced that a production line will be set up in Sycamore, Illinois to produce NSM products in the US under subsidiary company NSM America.

NSM will have intense competition, particularly from fellow-German manufacturer Deutsche Wurlitzer, now with a new juke box model of its own to chase the US market and from Rowe, which claims to be the largest in the US. NSM does not contest the claim and Mr. Schulze said: "We have some very worthy American competitors, Rowe foremost. It will be up to the American public that plays juke boxes to determine whether NSM assumes the position of most popular juke box in the US in addition to its position as the number one selling juke box in the world."

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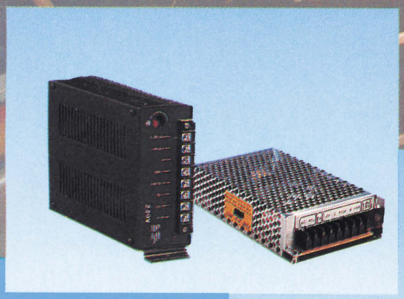

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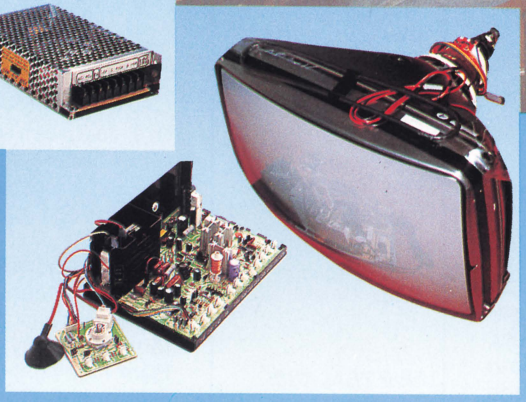

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NORWAY

A show for Scandinavia

AS the organisers of the sixth Norwegian coin machine exhibition look at the outcome of their most successful show to date, they are justifiably aspiring to grander status.

Per Hagen, who put the show together for the trade association, the Norsk Automatbransjeforening (NOAF) has seen the show build from three companies six years ago to 17 in October this year, including exhibitors from Finland, Sweden and the UK.

For the first time visitors were actively canvassed from other Scandinavian countries and, for the 1992 show, he makes no secret of the fact that he intends to seek exhibitors from Sweden, Finland and Denmark to create a regional European show rather than a Norwegian domestic exhibition.

The venue this year was the Soria Moria Hotel and Conference Centre in Oslo. The 1992 dates have yet to be decided.

Per Hagen.

JAPAN

Namco gets listing

NAMCO Ltd. the major Japanese manufacturer of video games, has received its listing on the first section of the Tokyo Stock Exchange. Executive President Manabe Tadashi, in a statement on the affect of the move, said: "Our main customers, the younger generation, desire new development and this is something which we owe them."

FRANCE/GERMANY

Rene Pierre supports distributor

FRENCH manufacturer Rene Pierre supported its German distributors at the first UWA (Unterhaltung und Waren Automaten Austellung) as part of the Gastronoma show in Gera, what was formerly East Germany. The four-day show was crowded with people looking at products for the hotel and catering industry. Seventy per cent of the visitors made a point of visiting the hall which included the coin machine industry, represented by Monos who showed TAB (Austria) video cabinets, Gauselmann with all kinds of coin machines, Weithmann with video cabinets, Industrias Falgas of Spain showing kiddie rides and Rene Pierre.

The French Company specialised in its display of billiard and pool tables, the highlight of which was the Cardinal with its magnetic cue ball return and the modern design.

TRADE ASSOCIATIONS

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Amusement Operators' Union, Tonakai Building, 503 Kanda Sakuma, Chiyoda-Ku, Tokyo. Tel. 81-3-866-9371. Fax. 81-3-866-9389.

Japan Amusement Park Equipment Association, Tsukasa Building 10-3 Shibuya, 1-chome, Shibuya-ku, Tokyo 150, Japan. Tel. 813-498 4768. President, Saburo Yamada.

LUXEMBOURG
Confederation du Commerce, Luxembourgeois A.s.bl 23, Centre Allee-Scheffer, Luxembourg.

MALTA
Amusement Trades Association, 11 Marina Street, Pieta, Malta. Secretary, J. Said.

NEW ZEALAND
Amusement Operators Society, P.O. Box 14165, Hamilton, New Zealand.

NORWAY
Norsk Automatbransjeforening (NOAF), Postboks, 72, Bekkelaget, 0137 Oslo 1, Norway. Chairman, Finn Bjørn Grøjård. Secretary, Lill Hagen. Tel. +47-2-99-16-16. Fax. +47-2-99-12-46.

FRANCE

Andre in dual role

ANDRE MULON, general manager of Amiro France, is also chairman of the BBC, Besancon Basketball Committee (France) whose first team plays in the National 2 basketball championships. The BBC players perform in a "jeux automatiques" vest with Amiro Group more discreetly featured, as they are one of the team's sponsors.

US

Capcom director

CAPCOM USA has announced the appointment of Ron Malinowski formerly of the Aladdin's Castle organisation to the position of special projects director.

Mr. Malinowski will head up the sales and marketing of Capcom USA's Bowlingo and the newly formed novelty division featuring Bank It designed by Laser Tron of Pleasanton, CA.

GERMANY

February Interschau

INTERSCHAU, the giant amusement parks and fairground exhibition held every two years is set for February 12 to 14 at the Dusseldorf Trade Fair Centre in Germany. It will be dominated by a 50-metre giant wheel named Ludwig II. All types of amusements will be on show, but with a predominantly parks theme.

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FRANCE

Exporting pinball skills

DIMITRI Kikilis (above), the well-known electronics specialist in Williams and Bally/Midway products, who organises and runs training sessions in those products all over France, has exported his skills. He recently undertook a trip across the Channel to England to run training sessions in London for a British company which wants to develop the use of pinball tables. Dimitri, who is a technician with P.S.D., a company in the Amiro Group, has since returned to France for more sessions at Somevi Renner, another of the Amiro companies.

US

$12,000 in air hockey prizes

THE US Air Hockey Association held its 1991 International Championships in October in San Jose, California. Players from both the US and Canada took part. The sponsors were Dynamo, Keystone Family Entertainment Center and other local businesses.

Tim Weissman of Houston won for the sixth consecutive year, losing only four games in the competition. He overtook the record of five straight wins set by Atlanta's Jesse Douty in 1978-82.

HOLLAND

Stella Nederland opens

STELLA Nederland officially opened its doors to several hundred people at Weert on October 11. A marquee was erected in front of the new building for the reception and general manager Reindert Brink introduced John Janshen, Weert Alderman Verheggen and Paul Gauselmann to address guests. The subsidiary of Stella—itself part of the Gauselmann group—is under the control of Bernd Donalies in Germany and will be engaged in selling the Venus gaming machine range built in Germany, the first of which is the B-Liner. Mr. Brink presented Mr. Gauselmann with a pair of custom-made clogs.

John Janshen, Chairman of the Vereniging Automatenhandel Nederland (VAN), described the activities of the organisation and pointed out that the importers, manufacturers and wholesalers supply around 25,000 new slot machines every year to the industry and runs an important trade show, due to be held in Maastricht in 1992.

He said: "The sector has recently been confronted with a shrinking market as a result of the restrictive regulations, the sale of a number of ancillary businesses and the presence on the same market of a number of slot machines from outside VAN membership." He did not expect improvements in this situation in the near future. He added: "A trend is gradually emerging towards a broader range of amusement towards which we must fight by every legal means."

Mr. Gauselmann, in his address, referred to the experiences of his group in Germany dealing with gambling and addiction. He pointed out that there are still differences of meaning between terms such as "gaming misuse", "compulsive gambling" and other "medical" compulsions. In Germany much scientific research is being brought into the coin machine area, particularly by the Max Planck Institute, the results of which could be useful for discussions in Holland.

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Amusement and Music Operators' Association, 401 North Michigan Avenue, Illinois, USA 60611. Tel. 1-312-644-6610. Fax. 1-312-321-6869.

Richard Mantel lectures on Gottlieb pinball at the Sisteme training session.

FRANCE

Sisteme training

TECHNICAL training is becoming more common in French operating and distributing companies and a typical example is Sisteme, near Montpellier, where more than 100 operators and technicians gathered recently for a session which began with the Pioneer CD Laser Juke Box followed by N'Styl monitors, the Gottlieb System III and others. Gerard Gros, general manager of Sisteme said he was delighted with the success of the venture.

IRELAND

Appointment

KIMBLE Manufacturing has recently appointed Brenda Daly to the position of sales-marketing division. The Dundalk-based company manufactures video card games.

FRANCE

New pool association

A NEW trade association has been formed in France to promote "billiard Anglais", or pool tables based on the British specifications. The AFEBAS, centres around the Superleague tables which we understand total around 6,000 in France, involving 700 active teams. The organisation seeks to standardise competitions on a national level with a new trophy for the French champions.

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Two-players cooperate to shoot down a jet fighter.

A first person view of an enemy tank in the target recticle.

★STEEL TALONS™★

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Irish commentary

By John Roche,
General Secretary of the
Irish Amusement Trades Association

IRISH M.E.P. Gene Fitzgerald on October 9 raised in the European Parliament the matter of the Coopers and Lybrand Report on Gambling and asked Commissioner Millar what steps the Commissioner intended to take having received the report. The response he received verified that the Commissioner was studying the report which was a factual statement of affairs. Mr. Fitzgerald was also told that the views of the industry would shortly be sought and then conclusions reached.

The above endorses what I.A.T.A. has been telling its members and the trade generally for the past few months. We are grateful to Mr. Fitzgerald for raising the matter and thank him for showing an interest in our business.

I have been involved directly over the past number of months with this issue including meeting a representative of the EC Commission for discussions on the matter. I cannot emphasise strongly enough the urgency with which a case should be prepared by the coin-operated machine industry for presentation to the Commission. I am well aware that this is easier said than done taking into consideration the mass of different legislation throughout the EC and the difficulty in getting a verified approach from the various trade associations and other interested parties. Many trade associations will be reluctant to risk what they currently have for the unknown and as a result may not be too keen to enter readily into discussions with the Commission. My personal view is that regardless of what the industry decides to do, recommendations will emerge from the EC with or without us. Therefore it would be foolish to think that in standing back we can achieve anything.

The casino sector seems to be streets ahead of all other interests in their approach to this situation. They have organised themselves into a strong lobby group and have already had talks with representatives of the Commission. We can be sure that in the not too distant future other groups such as lotteries and bookmakers will lose no time getting in on the act to protect their own interests.

I must admit to feeling a little frustrated at the apparent slow reaction from the coin-operated machine sector in all this.

Hopefully I'll be proved wrong and by the time this article appears in print positive steps to respond to the Coopers and Lybrand Report will have been taken.

US

Juke box award

JOEL Friedman (centre) and Jerry Gordon (right) senior vice-presidents of Rowe, were recently presented with the 1991 most played juke box award for the Rowe/Ami CD LaserStar juke box by Jim Trucano, 1991 President of AMOA.

US

AMOA's 7,700

THE AMOA show in Las Vegas in September created some records, with 782 booths and 199 companies, it was up from 705 booths in 1990 and was the largest show ever. The attendance, at 7,700 was the biggest turnout since the early 1980s.

DATA

Norway changes

AS we were going to press we learned that the Norwegian Department of Justice is freezing new applications to install lotto machines pending a new law for gaming and amusement machines. New approvals will not be granted under the Lottery Law No. 6 but those machines already operating may remain.

Jaleco in deal with MP

JALECO and MP Game Technology of Hunt Valley, Maryland, US, have jointly announced that they have agreed on a long-term alliance for Jaleco to manufacture and market all coin-operated games developed by MP Game Technology. The first game to be released under this joint venture is B.O.T.S.S. (Battle of the Solar System).

MP Game Technology was formerly the coin-op division of Microprose Games which developed and manufactured the F-15 Strike Eagle flight simulator game which was very popular.

B.O.T.S.S. has been extensively tested all over the US and Europe and production begins this month for both markets.

Dave Kinsell (left) and Vincent Rankin receive their winners' trophy in the Open Doubles from Barry Kirby, Managing Director of NSM UK.

GERMANY/UK

Football success

GERMAN manufacturers, Löwen Sport, have sponsored a football table tournament for NSM UK which resulted in Dublin duo Vincent Rankin and Dave Kinsell scooping top prizes of £300 plus a trip to Germany.

John Hones, NSM's sports consultant said: "This was the first major tournament in the UK for a long time but it was an undoubted success. "We will be announcing other major international tournaments shortly."

FRANCE

Slot-less games from Rene Pierre

RENE PIERRE, manufacturers of billiards and football tables, have launched a full range of slot-less games for individual and group customers (sports clubs, associations, local councils, etc.).

This new range of games gives operators the opportunity to extend their activities by offering personalised equipment bearing the Rene Pierre label.

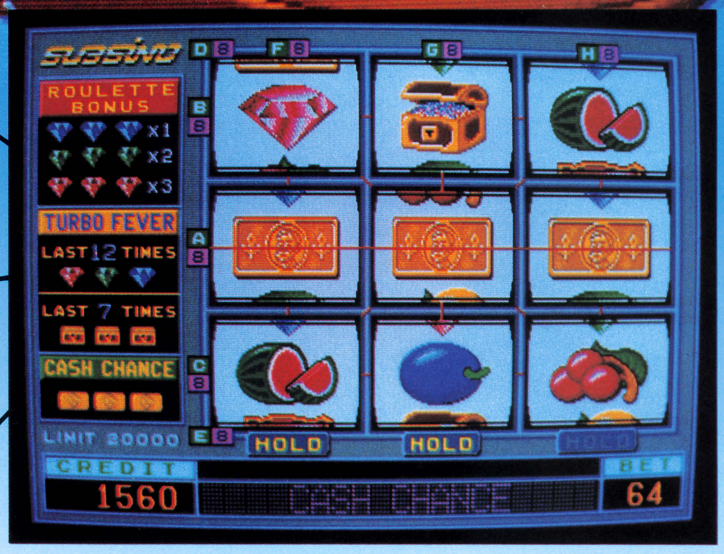
In the past 18 months the company has invested over FFr6m in the purchase of specialised equipment.

TREASURE ISLAND

• ROULETTE BONUS

• TURBO FEVER

• CASH CHANCE



* ROULETTE BONUS
* TURBO FEVER
* CASH CHANCE
* COLUMN HOLD AFTER LOSE
* SKILL STOP & ALL STOP
* DOUBLE UP BINGO
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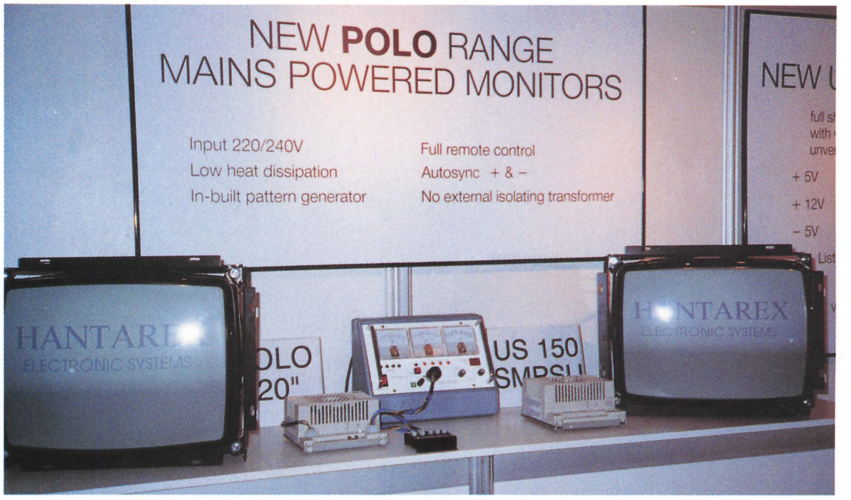
New machines

PEOPLE Postcards, a new personalised photographic postcard booth is to be manufactured and operated throughout Europe by Brent Walker Leisure, UK. As customers sit inside the fibreglass booth the machine chats to them and gives instructions offering the user a variety of background scenes on which to be photographed in order to produce a personal postcard. The scenes can be customised to locations. There is also an option to take two passport pictures instead of a postcard. The software is produced by Practically Perfect Products of the US but the complete machine will be built by Brent which has decided to operate the machines rather than sell them. Technically much of the electronic photographic equipment is by Kodak. The postcards emerge dry after two and a half minutes as there is no wet process and no chemicals are used. Brent has been awarded exclusive European rights to operate. The machine is suitable for arcades, airports, sports centres, railway stations, supermarkets and any tourist attractions. it operates on $4 or equivalent currency. —*RS1512.*

HOROSCOPES read on-screen by Russell Grant are featured in a new game produced by Nova Productions of Warrington, UK. Besides delivering personal horoscopes in a variety of languages, trivia as to the day the player was born and the number of days he has lived flash up on an LED. The game is being distributed by Brent Walker Leisure Ltd.—*RS1509.*

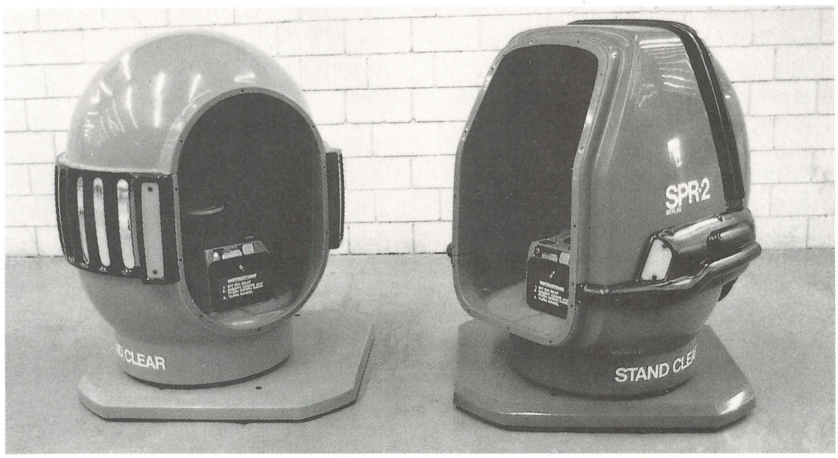
HANTAREX has launched its new Polo range of mains powered monitors with low heat discs and built-in pattern generator which can immediately identify whether faults lie with the monitor or the game board. Full remote control incorporates brighten and contrast facilities. Six monitors in the range vary in size from 14ins. to 33ins.
—*RS1513.*



INTERMATIC Mokro AS of Trondheim, Norway, has a simple but effective improvement for the Knipsekasse (tap-a-coin) specialist market in Norway. The all-electronic game features a roulette wheel on which payout values between 2 krone (30 cents) and 20 krone ($3) are lit at random each game. The player taps a coin electronically to activate the wheel and if the player can hit it just hard enough to stop the ball on a winning segment, the prize is paid out.—*RS1502*

LYKKE Lotto de Luxe is the name of a new machine for the Norwegian market developed by Ace Coin Equipment and which is due out on the market shortly to update the highly successful Lykke Lotto machine which has helped establish the new market for this type of game in Norway. Like the previous game—like all lotto machines—the game has a 2 krone (35 cents) stake and a top prize of 200 krone ($33). It has, however, two reel mechanisms, one on the top flash of the game and the other in the normal position and it is possible for the player to play one-to-five lines on each set of reels, viz. maximum 20 krone stake and maximum 2,000 krone payout. All payouts are of course in the form of a cheque delivered automatically by the machine which is redeemable against goods and services from local shops.—*RS1503*

New machines



SPR (self-propelled rides) is a new interactive children's ride from Simulators International, introduced at AMOA '91. In common with their flight simulators, the SPR model line-up encourages rider participation by requiring interactivity between the rider and the machine and rewards the child accordingly. Because of this involvement, they have great player appeal for kids up to the age of 13 years. With an all-mechanical operating system (no electrical power required) they offer location flexibility and are suitable for both indoor and outdoor operations. The SPR has been engineered at the Helsinki plant to produce a robust, low maintenance, durable children's ride. It utilises a conventional mechanical coin acceptor and has an energy absorbing clutch for controlled stopping. High tensile steel shafts and sealed bearings complete the heavy-duty specifications and allow a rider weight in excess of 200 kg.—*RS1508*

SELLMATIC of Finland has produced Speedmaster, a reaction tester of simple design which is achieving considerable success in bars in Scandinavia. The player hits differently-coloured buttons as they are lit and his performance is illustrated by an LED so that the next competitor can try to better his score. The maximum attainable score is also illustrated.—*RS1505*

ARMATIC of Sweden is producing a high quality note and coin changer for the international market named Model M. The machine includes a note validator which reads notes according to the colour combinations printed on the note which are programmed in before the machine is sited. It also includes a coin changer. The components are principally from Comestero of Italy and Coin Controls from the UK. The Armatic banknote reader is based on a single-chip computer and it is a system which permits more than 100 different types of banknotes to be identified through a single slot. It identifies notes regardless of how they are fed through the machine and irrespective of their size. Spectral analysis is used to recognise the colours of the notes. On delivery the system does not contain any preprogammed data on notes. The user "teaches" the system to recognise genuine notes by invoking the learning mode and feeding in a number of genuine notes in the desired denomination.—*RS1504.*

PROSPEKTOR of Norway is producing a new wall machine for the country's new lotto machine industry. Casino Lotto has been developed by UK software company Redpoint Systems and the prototype (above) was shown in Oslo at the Norwegian exhibition. The game has the top award of 200 krone paid out in the form of cheques exchangeable for cash.—*RS1506*

HAZEL Grove Music has released a retrofit multi-coin electronic mech. featuring the new Mars ME112 low power mech. for standard Superleague 6ft., 7ft. and 8ft. tables. The retrofit will add flexibility to the Superleague tables by allowing different pricing levels per game and also bonus level settings. —*RS1510.*

New Machines

DATA East has launched Captain America and the Avengers, a four-player video game featuring Marvel Entertainment's characters. The new game is a dedicated upright featuring a complete graphics package including marquee, monitor card, back-screened control panel and large side graphics.—*RS1507*

GOTTLIEB'S newest pin table is Surf 'N' Safari, which has a water park theme.–*RS 21.*

STAR Trek is the latest in the line of Data East pinball games with famous-name licences. Like its predecessors, Star Trek is full of imagination and effects, utilising a unique video monitor screen in the backflash for some of the features. The game has an array of levels, chutes and targets designed to fit in with the theme and provide a challenge to players.—*RS1520.*

SEGA'S new Swing one to four player multi-cabinet with push button or joystick control and side speakers.—*RS1511.*

STARCHAMP Ltd., of Hong Kong, has recently launched a new series of chassis for the coin-operated games market, the 800 Series, suitable for matching most of the CRTs from 14-inch through to 33-inch, with or without remote control. The company is marketing the chassis under the brand name Wei-Ya which also applies to the games systems and monitors, power supplies and switching power supplies it produces from its factory in Taiwan. Starchamp recently moved into new premises at the Park-In Commercial Centre in Kowloon, Hong Kong—*RS1514.*

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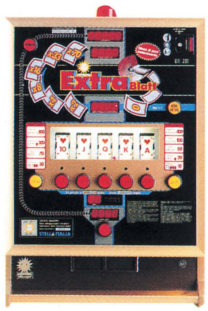

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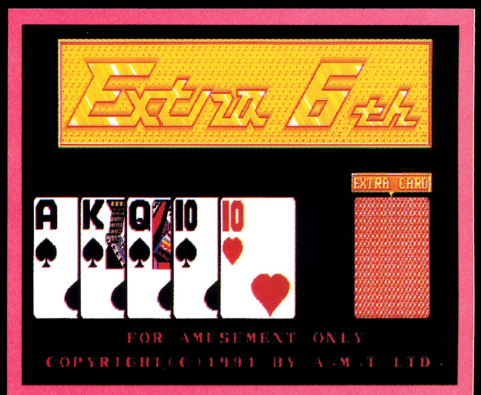
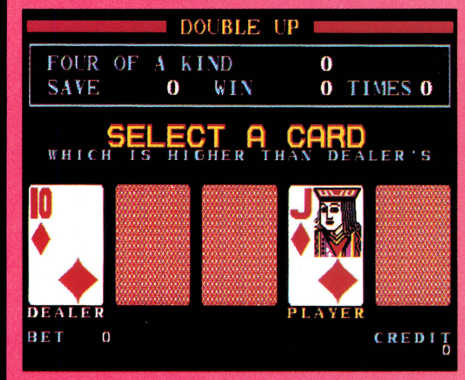


DOUBLE-UP GAME

A TYPE— COMPUTER SHOWS THE DEALER'S AND PLAYER SELECTS ONE WHICH IS HIGHER THAN DEALER'S.

B TYPE— FIRST, PLAYER SELECTS ONE FOR THE DEALER. NEXT, SELECTS ONE WHICH IS HIGHER THAN DEALER'S.



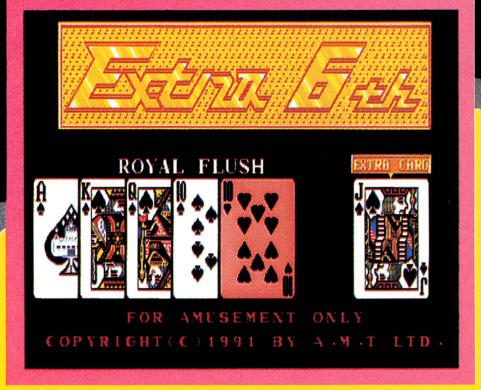
ODDS TABLE

EYE—CATCHING ODDS TABLE AND SUPER VIVID GRAPHIC MAKES GAME ATTRACTIVE.

ROYAL FLUSH	500	1000	1500	J. POT
FIVE OF A KIND	100	200	300	10000
STRAIGHT FLUSH	50	100	150	5000
FOUR OF A KIND	20	40	60	2000
FULL HOUSE	8	16	24	800
FLUSH	6	12	18	600
STRAIGHT	4	8	12	400
THREE OF A KIND	2	4	6	200
TWO PAIR	1	2	3	100

CARD TYPE

FULL-CARD DISPLAY AVAILABLE.



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EXCITING 2ND 8 LINE.

DOUBLE 8 LINE

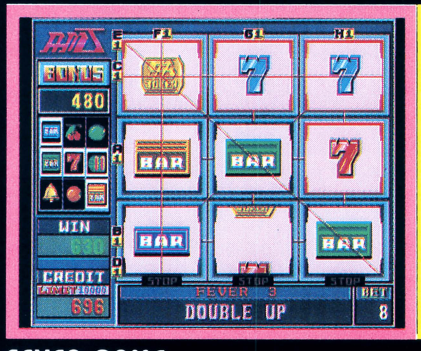
MAIN GAME

RESPIN WITH SKILL-STOP WHEN ONLY ONE LUCKY 7 APPEARS.

RESPIN FUNCTION

3 SAME SYMBOLS ON LINE WILL LIGHT-UP THE RELATIVE SYMBOL IN THE 2ND 8 LINE WINDOW. WHEN THERE IS A BINGO IN THE 2ND 8 LINE WINDOW, EACH LINE WILL TAKES 1/4 BONUS & PLAYS FEVER GAME TWICE.

SECOND 8 LINE FUNCTION

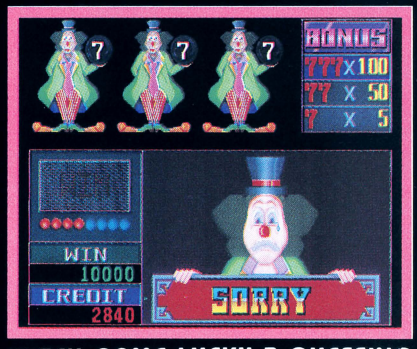


JOKER WITH REWARD AND CAN BE IN ANY KIND OF SYMBOL.
ONLY BIG SYMBOL APPEARS IN THIS FEVER GAME.

FEVER GAME

DOUBLE-UP GAME

LOVE CHANCE



WITCH GAME LUCKY 7 GUESSING

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Under cover

WE understand that video card games are becoming increasingly popular in locations all over the central areas and the south of Italy. There is estimated to be 12,000 to 15,000 of them currently in operation ▶ The new Belgian law allowing AWP machines appears to be something of a damp squib, at least initially. There are some AWP machines on test there, but they cannot go out unless they are on a list held by the Ministry of Justice's Commission and the criteria is a little obscure ▶ There are growing fears in Britain that any harmonisation of European coin machine laws may include a ban on children playing slot machines. There are around 1,000 traditional family seaside arcades around the UK coasts with low-stakes-low-prizes machines. Any such ban would force them to divide their premises to separate amusements and payout machines into different rooms ▶ Holland's trade association, the VAN is working hard on local agreements with councils over the positioning of payout machines in fast food shops. A local mayor recently found a loophole in the law which he was able to invoke to ban machines in fast food shops. If the law is used universally it threatens 30,000 machines or half of Holland's coin machines. VAN and local operators are working out deals with councils to keep at least some of the machines in operation ▶ We noted that at the general meeting of Euromat in Rome, the small Finnish association was admitted at the first attempt. Henry Grant of Belgium's AMA was there as an observer and at the invitation of the Belgium UBA organisation. He will next year make his sixth attempt at getting his association admitted as members ▶ Also from Scandinavia, the Swedish trade association invited its neighbours from Norway–members of Euromat–to talk to its meeting on October 29 about the European association. Apparently Sweden has aspirations to join too ▶ The machine pictured, was spotted in Norway by Atari Europe's David Smith (seen with it) in the Museum of Contemporary Art, Oslo, no less. The game is an Atari Battle Zone which is performing a balancing act with four chairs, a mirror, speakers and orange streamers. Any ideas as to its significance would be gratefully received ▶ The story is filtering back from Moscow of a machine player in a Moscow casino who found his machine going berserk and clocking up endless wins. Apparently it ran into millions of roubles and the player refused to leave the machine until he was paid out, staying there three days before he was ejected. It has all got into the Russian courts where the player is suing the casino for the full payout ▶ Caught by the EuroSlot camera at the recent Associated Leisure Preview in London were Veltmeijer Automaten's sales manager Henk Wielens and Henry Spijkers, who has just joined Veltmeijer from Rouvoet. Mr. Spijkers has been appointed division manager gaming machines/development for the Sittard Holland-based distributor ▶ Following their recent opening of a casino in Denver, Colorado, we understand that Swiss company Tivolino has opened one in Geneva in conjunction with the state. The company's main interest, of course, are in arcades with 31 in the Zurich area and another 14 in the south of England ▶ Norwegian operator/distributor Fritz Hertling has used EuroSlot as a means of communication with legislators. "I can show them how the industry can work respectably and responsibly in other countries," he said, "by producing a copy of EuroSlot. It projects the right image and is important that we have this line of communicating across the international coin-operated machine industry." Mr. Hertling said that he was struggling to prove to the authorities the entertainment value of machines such as pinball and pool. "I told them that it was value for money entertainment and cheaper than a night at the cinema," he said ▶ The word has it that Atari Games is at last recognising the importance of Europe to its business. After years of organising its prestigious annual distributors' meeting at luxurious points around the US mainland or Hawaii, it is going to Cannes in the south of France at the end of April in 1992 ▶ We noticed at the recent Norwegian coin machine show in Oslo that Dutch company Rouvoet had several of its fruit machines on display, even though right now the games are illegal in Norway. The reason was quite evident: the arrival on the Norwegian scene of the Lotto machines offers an opportunity to convert the current Dutch machines to the new laws ▶ While on the subject of events in Norway, one of the best-known Norwegian companies on the international market, Norevendco, run by Trond Erling Pettersen, has apparently run into trouble and while we understand that the company is continuing to trade, its absence from the Norwegian show was very noticeable ▶ Our contacts in Chicago tell us that a major development is under way there involving new juke box technology. Our information is that it is currently being looked at by both Rowe and by NSM and that further news is expected in a few weeks ▶ The Japanese Amusement Machine Manufacturers' Association (JAMMA) has organised its 1992 show for August 27 to 29. Apparently it is moving to a new venue (around $40 taxi ride from the New Otani) and this was the only available date at that hall. We must presume that they are not over-worried that few Europeans will come in August, or are unaware that virtually all of Europe goes on holiday for all of August.

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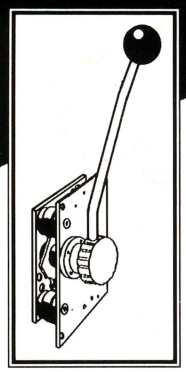
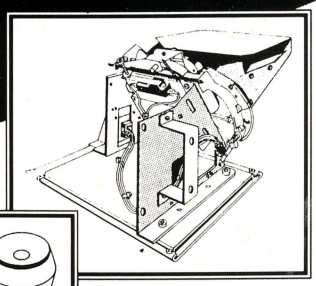


HANDLEMECHANISM



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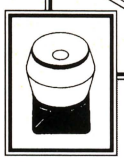

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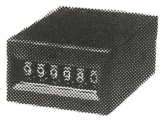

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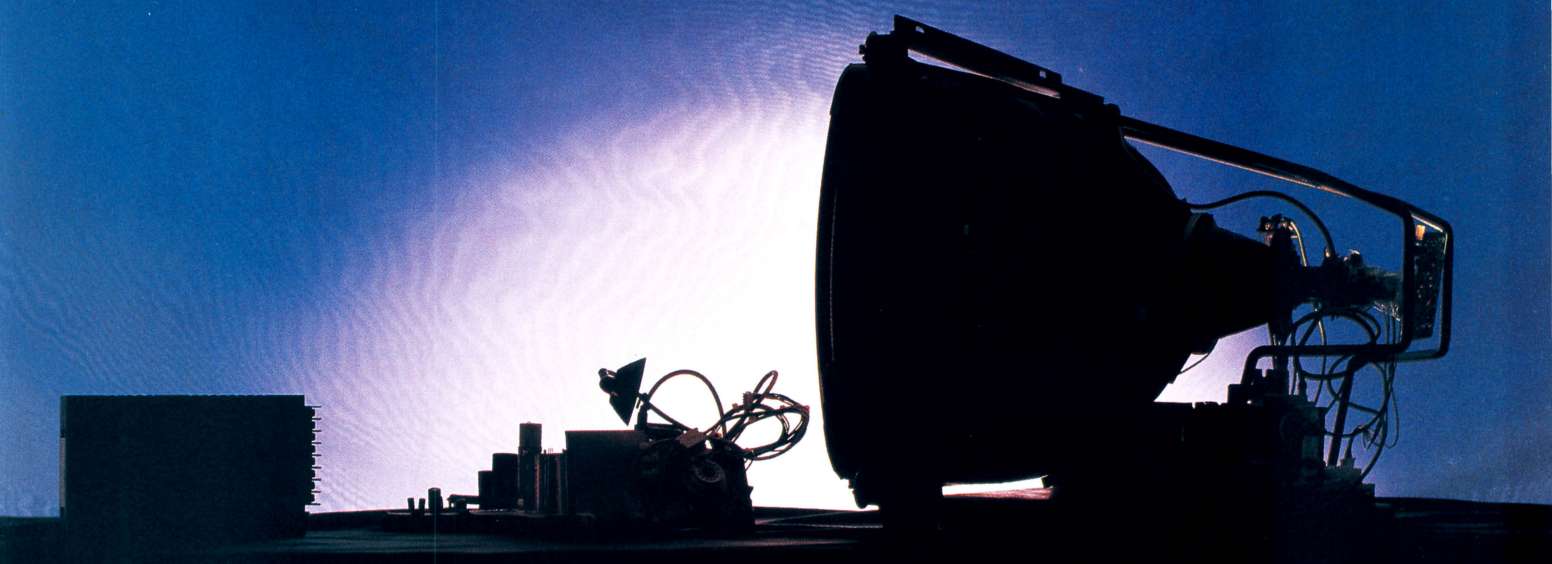

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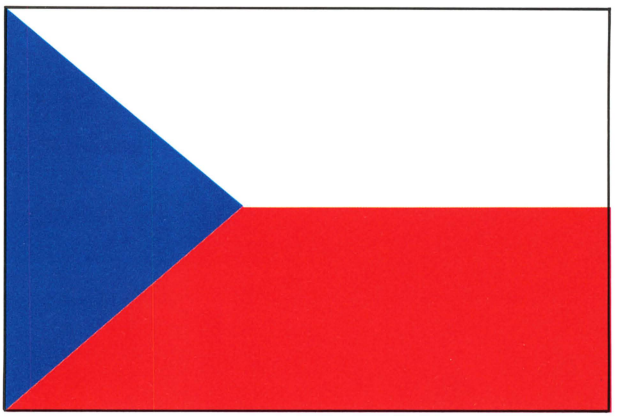
Czechoslovakia



Helmut Kafka.

What is regarded as the most promising of all coin machine markets in the former eastern bloc, Czechoslovakia still has a long way to go to fulfill the aspirations western businessmen hold for it.

OF all of the former eastern bloc countries, Czechoslovakia has emerged as that which is best capable of sustaining an organised and relatively profitable coin machine industry in the short-term. The conclusion is universally held among those western businessmen from the automatics sector who have travelled extensively throughout the "new" and emerging eastern European countries.

Yet will Czechoslovakia be able to handle the undivided attention of the western coin machine entrepreneurs, notwithstanding the opportunists who regrettably people our ranks as well? Therein lies the danger. An immediate conclusion is that unrestrained expansionism from those in the business intent on short-term profits and to hell with the consequences, will lead inevitably to the closure of the country to the business. It has happened before and may well happen again, hopefully not in Czechoslovakia.

The CSFR is a federal republic with 15.5 million people, broken down into the Czech Republic of Bohemia and Moravia and the Slovak Republic. There are 3.5 million Slovaks and 10.5 million Czechs who co-exist with 700,000 Hungarians and 800,000 mixed minorities from Russia, Germany, Poland and the Ukraine.

The twin republics have their own administration and it is here that the bureaucracy which curses progress in Czechoslovakia actually begins.

At the federal level no fewer than 12 ministries have been established yet within the Czech Republic there are another 15 ministries and a further 17 in the Slovak.

In industrial terms, the northern areas of Bohemia and Moravia have the tradition, while in the service sector the entire country is underdeveloped and the process of updating this area was only begun following the release of the country from its previous political affiliations in November 1989.

The first coin machines appeared in cafés and bars in January 1990 and the inevitable flood of equipment from the previously mentioned unscrupulous opportunists forced the government to take early action, with a draft law to regulate the use of gambling machines.

This came into effect on January 1 this year and limited stakes to 2 Koruna with a maximum win of 200 Koruna in the Slovak Republic and a maximum win of 300 Koruna in the

A casino/arcade in Brno.

Czech Republic. The local administration has the right to authorise the use of gaming machines at each location and collects a tax of 20,000 Koruna each year. With 100 Koruna having a value of US$3 at present, stakes and prizes stand at about six cents and $6 with the local tax $600 per year.

Effectively, this would place gambling machines in Czechoslovakia on a similar footing to gambling machines in other European countries, where the play appeal of the machines—their ability to tempt people into gambling addiction, as others might put it more emotively—are limited by the amounts one can stake and the prize which may be won.

Other regulations, such as double bookkeeping by mechanical metres and electronically registered displays of cash in and cash out, were also introduced. And the payouts must range between 60 per cent and 80 per cent.

The machines actually used in Czechoslovakia have multi-coin entries accepting Ko1, Ko2, Ko5, and more recently Ko10 coins or credits which may be added up by use of a key switch. Payouts may be collected immediately in coins delivered by a hopper or wins can be accumulated or further plays allowed, or a later payout can be made through a "clear credit" button or keyswitch.

This freedom of choice regarding the manner in which the machines were permitted to work within the frame of the legal limits immediately attracted manufacturers in other countries and a flood of used machines, suitably altered, have appeared from the Netherlands, Germany, Great Britain, Spain and Austria, all competing for a market of approximately 30,000 machines.

And there is a testing system for each individual machine which goes into the market to ensure its compliance with the stakes and prizes limits. The testing authority also requires the supply of a game description in Czech or Slovak and a schematic of the power supply. The tests are carried out by the National Electrotechnik-Testinstitut in Prague by application from the operator. They are very thorough tests and the attitude of the testing authority is helpful and sympathetic to the many small operators who are attempting to find their way in a new market with new equipment brought in from the west.

One down-side of the new Czechoslovakian legislation is that the early abuses of the market led to the wording of the new laws including the German "age of machine" limitation under which after a set period the machine must be removed and destroyed; in the case of Germany it is four years. In Czechoslovakia the time element is five years, which means that anyone buying second-hand machines must take care to evaluate the cost against the remaining life of the machine. And licences for new machines are valid for only five years.

In the event, the opening up of the new Czech market has been a victory for the Dutch. Distributors and operators from Holland were into the Czech market early and established themselves as highly successful initiators of much of the Czech business.

They were assisted by the Netherlands Gambling Machine Test Institute which influenced many of the procedures in the new Czech organisation which tested machines. Now Dutch companies have a large share of the Czech market. It has to be said, however, that Dutch regulations in a former Communist state are not always in harmony with the character of the market but, for the Dutch, the incentive was to establish a strong position in that market and the endeavour succeeded.

Where problems have arisen is in control. Effective control is almost

Mr. L. Fekete (above) is typical of new operators in Czechoslovakia. He began operating in January of this year and in his own words "I learned my first lesson very quickly: it does not pay to buy cheap machines."

He said: "I bought as my first equipment wall-mounted gambling machines but the profit yield was very low, hardly enough to pay the bank its interest on the setting-up costs. Then when I saw how many people played video gambling machines I bought some, regardless of the fact that they were more expensive."

Mr. Fekete, who comes from Slovakia, has no illusions about what is needed in Czechoslovakia in order that the coin machine industry should be able to expand without dangers. "As long as the authorities keep to halfway sensible regulations there should be a future for the business. But I do expect changes to our laws and these may prove costly to operators as many local officials and regulators neglect our needs."

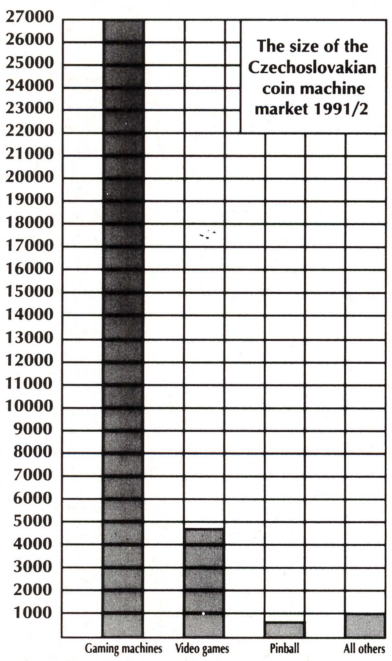
Mr. Fekete's evident pessimism may be misplaced. Czechoslovakia undoubtedly has some problems, such as unemployment–something unheard of under the communist regime–which is currently hitting eight per cent in Slovakia and four per cent in the Czech Republic. Incomes are also down, around 30% lower than on January 1, this year, so private spending is low and does not encourage investment. On the other hand the private sector quadrupled its productivity this year, the currency is stable, inflation is at around zero, and official and black market exchange rates are nearly identical.

non-existent because there is neither the personnel nor the administrative framework to support complex regulations. There is also the simple lack of understanding that, after 40 years of Communist suppression, the people may have emerged with a totally different concept of what freedom and capitalism can mean, from the ideas held by those in the west with a long tradition and exposure to freedom.

The Communists misused regulations and control in order to maintain power. Practical and judicial means to defend the individual against misuse of power are simply not there. The judicial processes are there in theory but, after 40 years of misuse, they do not work. Therefore tight laws and regulations already successful in the west have been simply imposed. But what might be efficient in Holland might sometimes prove disastrous in a new and emerging democracy.

One frustrated Czech operator said: "They must have an awful lot of criminals operating machines in the Netherlands if they need laws and regulations like these." The opinion reflects a lack of experience in the security and protection a good gambling law can provide if there is the right background.

Meanwhile, the licensing of a machine on site has not been possible since May 14 of this year. Since then each machine must have a "type certificate" and, if an operator cannot provide the required electrical and other information and the source code from the producer of the machine, he cannot use it. The majority of smalltime operators are unable to provide the necessary



A gambling arcade in Bratislava.

Czechoslovakia: Fascinating chaos?

paperwork and have to try to buy type-approved machines from the large companies at high prices, or leave the business. Some of the large producers, who had their machines approved after six or nine months, do not sell the games at all.

The difficulty is that once excessive bureaucracy is in place, it develops a rapid growth cycle of its own and since August machines have to be regularly checked by tax officials. This means that meters and the bookkeeping will be recorded and the machines sealed to stop any manipulation. Any service work involving the opening of a door necessitates the calling of a tax official first so that the seals can be removed.

So Czechoslovakia is a case of fascinating chaos, mainly caused by the fact that most officials dealing with machines have never seen them before and have not the slightest idea how they work. Their countrymen who operate them tend to be extremely innovative and have a long experience of how to avoid suppressive regulations.

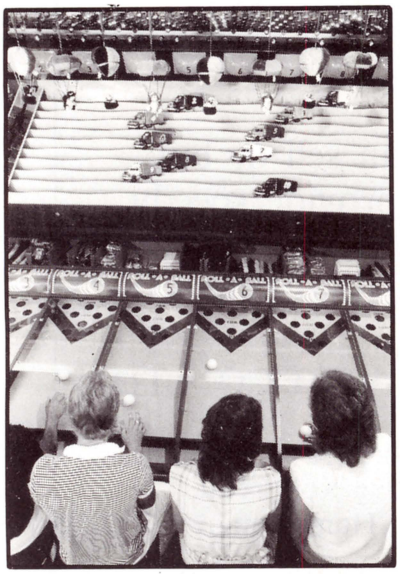
Meanwhile the test institutes are in place in Prague and also in Piestany in Slovakia, where the engineers are very professional and helpful but also thorough and overworked.

Outside the thorny area of

An arcade entrance in the old part of Brno city.

gambling machines, there is total freedom of operation to work with other types of amusement machines. The difficulty is that everyone is well aware of the fact that a gaming machine will out-take a "pure" amusement several-fold. That means that in these early years of "growing pains", few Czech operators are prepared to countenance video games or other coin-operated amusements which do not pay out.

Bob's Space Racers



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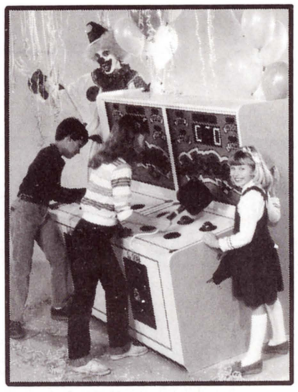

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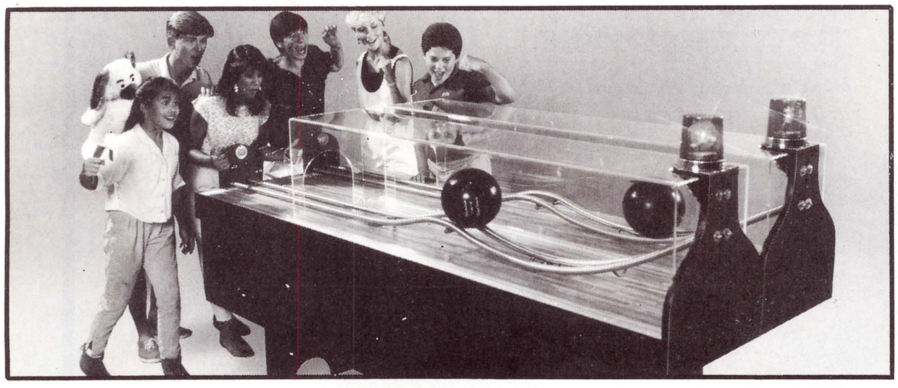

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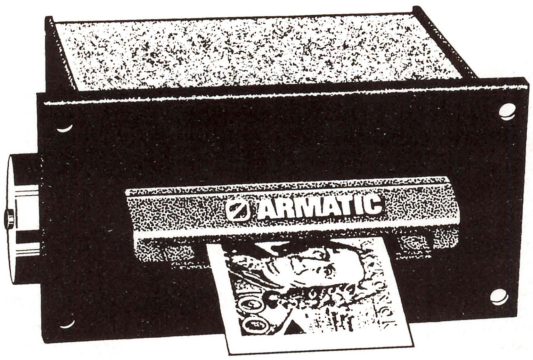

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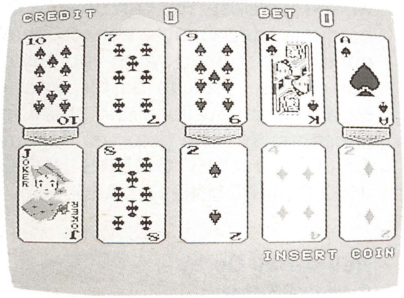
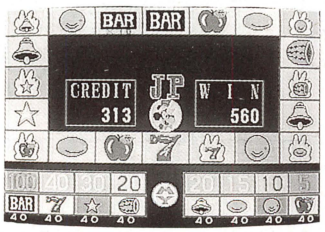
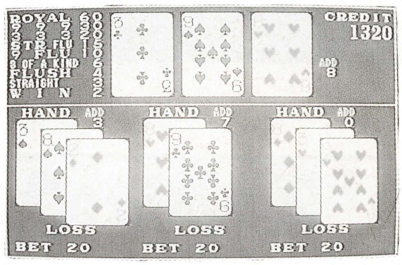


CYE-045
(SUPER JOKER)



CY-036 (FUN-20)



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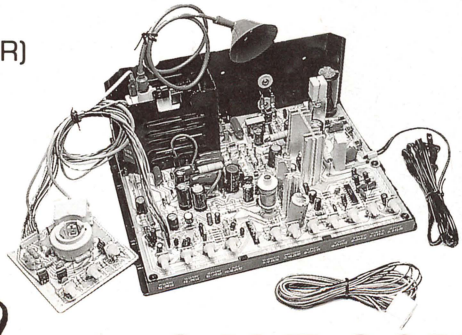

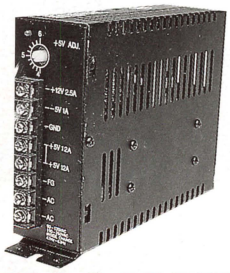

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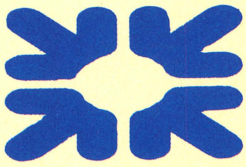
	YEN	US$	ECU	ASch	BFr	DKr	Fmk	FFr	GDr	Ir£	IL	NFl	NKr	Esc	Pta	SKr	SFr	£
DM	77.5022	0.59204	0.4883	7.03434	20.6079	3.8648	2.4368	3.40951	111.368	0.37414	747.763	1.12687	3.91694	85.9939	63.0176	3.64382	0.87485	0.34359
	0.0129	1.68908	2.0481	0.14216	0.04853	0.25875	0.41037	0.2933	0.00898	2.67282	0.00134	0.88742	0.2553	0.01163	0.01587	0.27444	1.14305	2.91044
£	225.565	1.72309	1.42104	20.473	59.978	11.2483	7.09214	9.92315	324.13	1.0889	2176.32	3.27967	11.4	250.28	183.409	10.6051	2.5462	
	0.00443	0.58035	0.70371	0.04884	0.01667	0.0889	0.141	0.10077	0.00309	0.91836	0.00046	0.30491	0.08772	0.004	0.00545	0.09429	0.39274	
SFr	88.5891	0.67673	0.5581	8.04062	23.5559	4.41767	2.78539	3.89725	127.3	0.42766	854.732	1.28807	4.47727	98.2955	72.0324	4.16508		
	0.01129	1.47769	1.79178	0.12437	0.04245	0.22636	0.35902	0.25659	0.00786	2.33832	0.00117	0.77636	0.22335	0.01017	0.01388	0.24009		
SKr	21.2695	0.16248	0.134	1.93048	5.65558	1.06065	0.66875	0.9357	30.5636	0.10268	205.214	0.30925	1.07495	23.5999	17.2944			
	0.04702	6.15472	7.46291	0.518	0.17682	0.94282	1.49533	1.06872	0.03272	9.73929	0.00487	3.23359	0.93027	0.04237	0.05782			
Pta	1.22985	0.00939	0.00775	0.11163	0.32702	0.06133	0.03867	0.0541	1.76726	0.00594	11.8659	0.01788	0.06216	1.3646				
	0.81311	106.442	129.066	8.95856	3.05793	16.3055	25.8609	18.4829	0.56585	168.435	0.08427	55.9229	16.0885	0.73282				
Esc	0.90125	0.00688	0.00568	0.0818	0.23964	0.04494	0.02834	0.03965	1.29507	0.00435	8.69553	0.0131	0.04555					
	1.10957	145.251	176.124	12.2249	4.17286	22.2505	35.2897	25.2218	0.77216	229.846	0.115	76.3124	21.9544					
NKr	19.7864	0.15115	0.12465	1.79588	5.26123	0.98669	0.62212	0.87045	28.4325	0.09552	190.905	0.28769						
	0.05054	6.61603	8.02228	0.55683	0.19007	1.01349	1.60741	1.14883	0.03517	10.4693	0.00524	3.47596						
NFl	68.7768	0.52538	0.43329	6.2424	18.2878	3.42969	2.16245	3.02566	98.8301	0.33202	663.577							
	0.01454	1.90337	2.30793	0.16019	0.05468	0.29157	0.46244	0.33051	0.01012	3.01191	0.00151							
IL	0.10365	0.00079	0.00065	0.00941	0.02756	0.00517	0.00326	0.00456	0.14894	0.0005								
	9.64827	1263.03	1531.49	106.302	36.2852	193.48	306.863	219.317	6.71433	1998.64								
Ir£	207.15	1.58241	1.30503	18.8015	55.0813	10.3299	6.51312	9.11301	297.667									
	0.00483	0.63195	0.76627	0.05319	0.01815	0.09681	0.15354	0.10973	0.00336									
GDr	0.69591	0.00532	0.00438	0.06316	0.18504	0.0347	0.02188	0.03061										
	1.43697	188.11	228.093	15.8321	5.40415	28.816	45.7027	32.664										
FFr	22.7312	0.17364	0.1432	2.06315	6.04425	1.13354	0.71471											
	0.04399	5.75894	6.98301	0.48469	0.16545	0.88219	1.39918											
Fmk	31.805	0.24296	0.20037	2.88672	8.45697	1.58602												
	0.03144	4.11595	4.9908	0.34641	0.11825	0.63051												
DKr	20.0533	0.15319	0.12633	1.8201	5.3322													
	0.04987	6.52797	7.9155	0.54942	0.18754													
BFr	3.7608	0.02873	0.02369	0.34134														
	0.2659	34.8085	42.207	2.92961														
ASch	11.0177	0.08416	0.06941															
	0.09076	11.8816	14.407															
ECU	158.732	1.21255																
	0.0063	0.82471																
US$	0.00764																	
	130.908																	
YEN	1.000																	

STARTING this month our exchange rates will include the Japanese Yen in addition to European and US currencies.

NOTE: The top line gives £ to DM and second line DM to £. The same system relates to each currency.



Source: The Royal Bank of Scotland

CZECHOSLOVAKIA

ALMOST two years on from the "velvet revolution" which toppled Czechoslovakia's communist government, the umbrella Civic Forum movement under President Vaclav Havel has begun to fragment. However, the danger of the present wave of Czech/Slovak nationalism degenerating into violent disintegration seems remote.

Nevertheless, as the economy is in the throes of an ambitious reform programme to move towards a market based system, economic austerity does not help matters.

The economy is now in deep recession, with output in the first half of this year 16.5 per cent lower than the same period last year. The building sector has been especially hard hit, as has light industry, especially textiles. Rapid staff turnover at managerial level and years of low investment have not helped, but the combination of financial problems and stock build-ups (in response to a fall in demand due to higher prices after controls were lifted) has been the principal depressant.

Growth had tended to be slow but steady through the 1980s, but in 1990 GDP shrank by over 3 per cent and in 1991 a further 15 per cent fall is expected. A turnaround is expected in 1992, however, and activity should pick up through the year. Nevertheless, growth is unlikely to be more than mildly positive at best.

The main danger is that inflation will take off. Some price controls were lifted last year, when inflation averaged 10.0 per cent. Most of the deregulation was in January and by July prices had risen by 49.5 per cent.

Subsidies on electricity prices due to be lifted in October will push up inflation further, though there are signs that food prices are now stabilising and thus the average inflation rate for the whole year may fall back and be closer to 40 per cent than the 60 per cent initially projected. Further moderation, to some 10 per cent or so, is probable for next year.

Reflecting its strong industrial tradition and its conservative policy stance, externally the Czech economy is in better shape than many of its neighbours. However, last year both exports and imports fell substantially, largely as a result of the degeneration of the CMEA (which previously accounted for 60 per cent of total trade) and to the fall in Czech domestic demand.

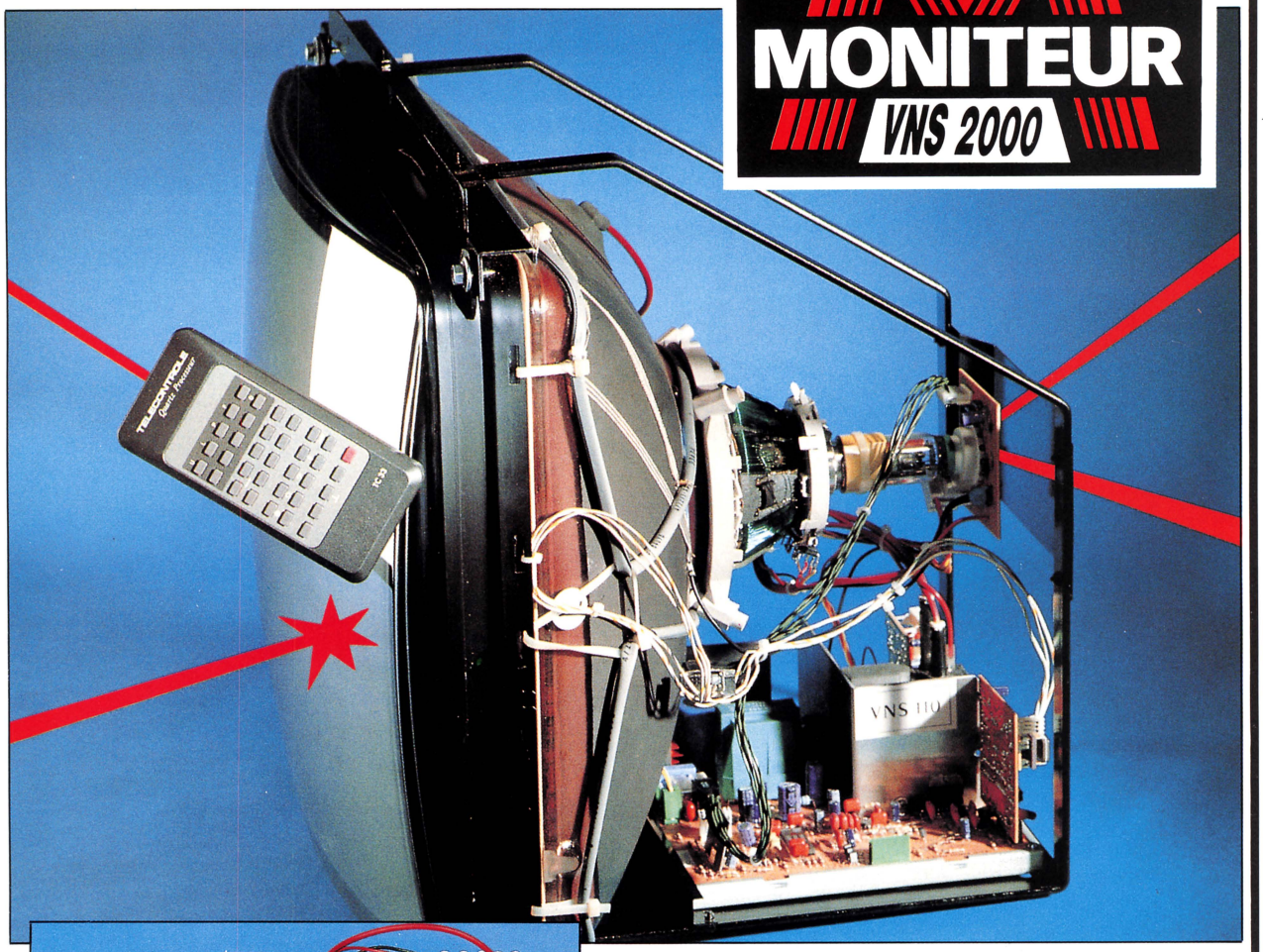
With tourist outflows higher following the lifting of travel restrictions, invisibles have also slipped into deficit, pushing the current account into the red also, by $1,137m. last year, equivalent to 5.7 per cent of GDP. This is expected to persist in 1991 and even 1992, as trade liberalisation continues to facilitate increased imports, while exports remain fragile pending efficiency improvements.

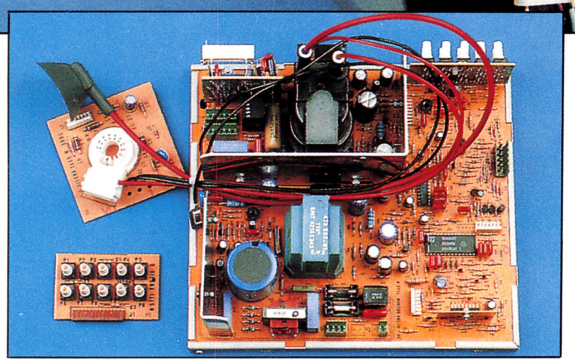
In the longer term, a pick up in export demand as world trade growth reverts to trend should help exports, and help turn the current account around.

The outlook is made much brighter by the relatively low debt levels and the prospect that the conservative policy stance will be maintained. In the meantime, the transition will not be easy.—*Christine Shields, Economist, Royal Bank of Scotland.*

INFRA-RED

REMOTE CONTROL





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Holland: Robert van Enkhuijzen

HIS excellent English gets Robert K. M. van Enkhuijzen around the world's coin machine companies and exhibitions with great ease in his job as sales director of Suzo International (NL) BV, but his sense of humour and easy manner probably assists him still more in his tasks. The popular principal of the big Dutch spare parts company, heads up the sales side of a business widely recognised as the largest supplier of spares for coin machines in the world. There are three branches, at Rotterdam, the headquarters, at Aachen and Suzo UK in London. Twelve years in the industry, Robert's interests outside it are skiing and fishing, plus his family, his wife and two children, notwithstanding the third child due in January. Suzo was founded in 1953 by Leo J. Suverein a juke box operator who went to the US and visited the Rock-Ola and Seeberg factories and brought back spare parts to sell to his compatriots. In 1970, sons Cor Suverein and Leo Junior took over the reins of the business from their father and more recently Cor's son Patrick, Robert's cousin, became managing director. Two years ago the company was sold to UK company Corton Beach which ran into trouble last year and the family bought the company back. It has many exclusive lines, including Kortek monitors, Coin Controls, Armatic, Fort Locks, VCH and innumerable parts including some it makes itself, notably the hoppers and joysticks.

Germany: Ullrich D. Schulze

ONE of the most aggressive young businessmen in the coin machine business today is Ulli Schulze, of NSM Aktiengesellschaft in Germany. He has been with NSM since 1972, coming from a family background in the company as his father founded the group. Ulli is President of the company and Chairman of the board. He has been in the industry since 1949, in fact, and has a succession of associated companies under his general charge including Löwen Automaten, Gerhard W. Schulze GmbH, Löwen Play GmbH, NSM America Inc., NSM UK Ltd., Tic Tac Toe Ltd., and NSM/Löwen Gal. The group has some famous names to its product lines including the Rotamint German wall-mounted payout machines, NSM juke boxes, video cabinets, sporting games including the Valley darts line, and pool tables, snooker tables and table soccer. He has seen the rise, fall and rise again of video and pinball and this country unified into one Germany, perhaps the two most outstanding highlights of his professional life. The highlights of his personal life, apart from his family, includes "my first encounter with a Red Angus bull in Scotland." As a general comment on life he makes the mysterious statement: "Germans are not liked everywhere—ask Shane Breaks (Namco) what his grandfather taught him."

Norway: Tor Stigum

ONE of the best-known distributors and operators in Norway, Tor Stigum runs Stigum Company AS in Trondheim. He joined the business in 1968, forming this company two years later. It has become the exclusive importer and distributor of many international makes, including Atari Games, Williams and Bally pin tables, Nova equipment, including darts and other games brought into Europe by the German company, Rock-Ola juke boxes and Harting vending machines. There are few people more experienced in the Norwegian trade than Tor, who headed the Norwegian trade association, the Norsk Automatbransjeforening (NOAF) between 1980 and 1990 and steering the association through some of its roughest periods until it was able to take its place within the ranks of Euromat. He has always been a keen supporter of Norway's own little trade exhibition and extolls the virtues of good driving games as the steadiest and most popular types of games with the players. His outside interests include boating, fishing, alpine sports and golf.

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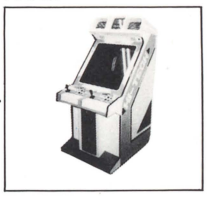

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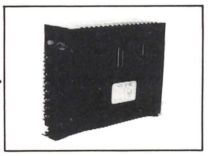

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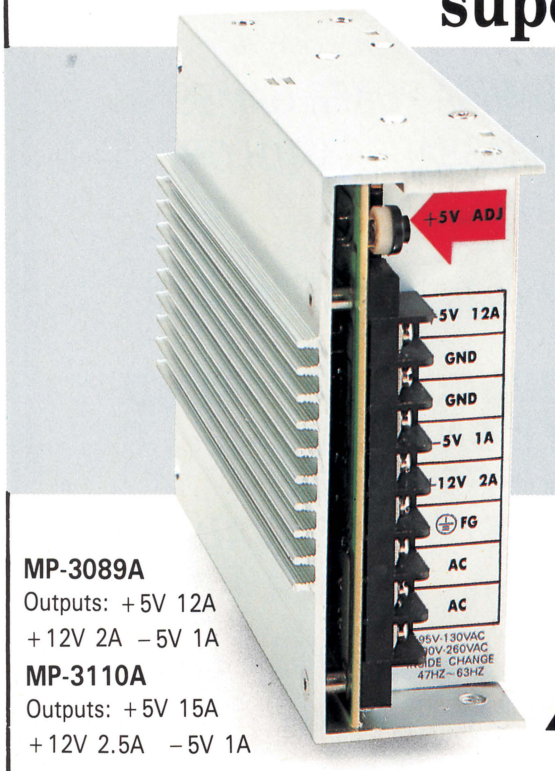

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THE "systems" business has a revolutionary new product in the Nintendo Super System, this time with three games in one cabinet, using a 25-inch monitor, stereo speakers and two high-tech control modules specifically engineered for coin-operated use. There are 60 independent game developers working on games for the system as well as Nintendo's own producers. The system is using an all-new OEM program giving unlimited possiblities.

The company will share its technology with game developers who have created software for dedicated products which will now go on to a system for the first time.

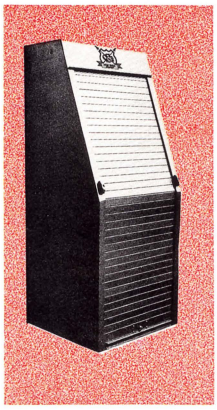
The custom hardware design means that game developers are just beginning to appreciate the powerful capabilities of the 16-bit system. The custom picture processing unit provides 32,000 colours to choose between and four layers of scrolling screens can be used for three-dimensional effects. The giant sprite size possibilities allow high impact on-screen characters and the digital stereo sound from eight separate audio channels gives each game its own distinctive choice with new realism that brings the action to life.

Programming possibilities include multiple scrolling backgrounds, zooming and rotating, the use of filters for transparency to give extra depth to the screen and eight different background modes.—*RS1522*

New sound effects for video

A three-dimensional system to create sound effects in video games and movies has been developed by Gaga Communications of Tokyo. The software will be produced by Neckstart and Pony Canyon, two Japanese companies, using characters from popular Japanese comic books.

The audio system was produced in the US by Audio Cybornetics Inc. which has patented its Virtual Audio Processing System (VAPS) and the operator uses a headset to surround himself with sound and the next stage is to introduce the audio concept into theatres, a development by Gaga. The first science fiction movie to feature the new development is Zeiram which is being premiered this month. It will use the Roland Sound Space audio system developed by Gaga. The benefit of the system is that it permits music to flow through both speakers without dividing up the channels into left and right to emulate the human ear.—*RS1523*



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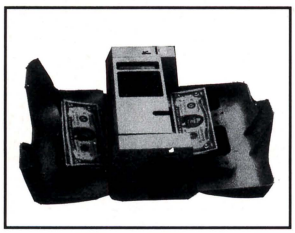

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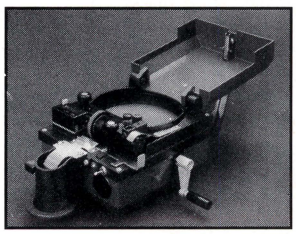

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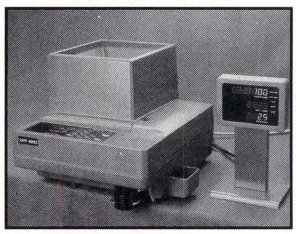

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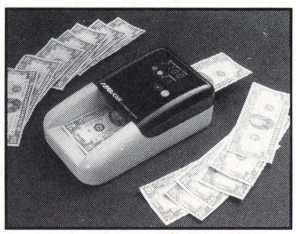

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Euromat meets in Rome

A fast response to Brussels

The Belgian delegation, including for the first time Henry Grant (left) of the AMA, there at the invitation of the UBA.

The British contingent, were in strength to push for an early response to Brussels moves on gaming harmonisation.

The German delegation, asking for a 'few days' to consider the British initiative to Brussels.

EUROMAT is to move fast to respond to an EC initiative on coin-operated games of chance. The European federation of trade associations from 12 countries took the decision at its general assembly in Rome on October 18.

But it came after some bitter recriminations against the British for allegedly setting up "privileged links" with the EC's DG3 department which is looking at gambling, an accusation the British stoutly resisted.

President Willy Michiels of Belgium was processing a Presidium recommendation from its September meeting in Marbella, Spain, that each country should submit to Euromat its observations on the recent Coopers and Lybrand gaming study commissioned by DG3, when the British questioned the time-scale. Mr. Michiels said that the individual reports would be looked at in London in February at the next Presidium meeting.

Britain pointed out that this may be too late. Britain understood that DG3 required comments from countries and individual organisations by November 15 and a press release indicated that a meeting with interested parties would take place just before Christmas. "At that meeting DG3 will outline its recommendations for legislation in the betting and gaming sector."

President Michiels said that he had a meeting set up with DG3 for October 23 and that, in the meantime, every country should get its observations to Euromat as quickly as possible.

The French delegation commented: "We are surprised to learn that the British have privileged links with the EC officials. This press release was not published in France. It is unpleasant that we have relations between Euromat and the EC and also between the EC and one country."

President Michiels agreed with the sentiment. "According to my information Great Britain took up a direct line with Brussels."

Spain: "This is one of the problems with Euromat: we are not taking the initiative and therefore every country is entitled to do what it has to do to look after its own interests. If we had a proper budget to set up a secretariat, this kind of information would come to us directly."

Britain defended its action, maintaining that it did not control the EC's press releases and pointed out that DG3 had invited comments from any individual organisation whether a trade association or commercial enterprise. "We are not in any kind of privileged position, but we took advantage of a system open to everyone, including other associations here."

Northern Ireland and the Irish Republic both supported the British stance, the latter country pointing out that if Euromat did not move quickly to respond by November 15 it would "miss the boat." Spain called for

submissions on the Coopers and Lybrand report by October 30, that any information reaching individual countries should be passed on to Euromat immediately and that a team of Euromat officials should be ready to prepare reports immediately.

The issue was forced by a British move at the last moment. Its delegation circulated a paper of recommendations from Euromat to DG3 on basic requirements in harmonised laws on coin-operated games of chance. It requested that the paper is forwarded as an official Euromat response.

The submission requested three basic concepts: that gaming boards should be set up in each country; that member states with AWP-style machines should be allowed to keep them and to absorb any positive benefits from harmonisation; and that member states without AWP machines should be permitted to develop a composite view if they wish to move into that market place.

Specifically, the gaming boards would control manufacturing and operating of coin-operated games of chance and all other forms of betting and gaming with the help of an inspectorate.

A clear and legal definition of "coin-operated games of chance" should be established and clearly-defined laws imposed on the types of machines permissible, the stakes, prizes and odds and the premises on which they may be located.

Operators should be registered and premises licensed for a minimum period with machinery for appeal to a higher authority against refusal to grant or renew a licence. Also that codes of practice should be established.

Both Germany and Holland asked for more time to study the document but made it clear that they were fully aware of the time scales involved and would react within days.

EUROMAT SUBSCRIPTIONS 1991

COUNTRY	VOTES	SUBSCRIPTIONS PAYABLE IN ECU			
		BASIC	VOTES		TOTAL
			350	2.000	
AUSTRIA	2	700	700		1.400
BELGIUM	8	700		16.000	16.700
DENMARK	2	700	700		1.400
FRANCE	10	700	3.500		4.200
GERMANY					
DAGV	3	700		6.000	6.700
VDAI	4	700		8.000	8.700
BA	5	700		10.000	10.700
GREAT BRITAIN	12	700		24.000	24.700
SOUTH.IRELAND	1	700	350		1.050
ITALY	10	700	3.500		4.200
NETHERLANDS	8	700		16.000	16.700
NORTH.IRELAND	2	700	700		1.400
NORWAY	2	700	700		1.400
SPAIN	10	700		20.000	20.700
SWITZERLAND	2	700	700		1.400
TOTAL	81	10.500	10.850	100.000	121.350

Note: The Ecu is worth approximately US$1.2

Preparing to rebel on subscriptions, the Dutch contingent.

Cash conflict

HOLLAND was the only dissenter in Euromat's bid to build up the cash resources to establish permanent headquarters and a secretariat in Brussels.

The Dutch approved of the principle but felt that some of the items in the Euromat budget were unnecessary and therefore the level of subscriptions imposed were too high. The irony was that the Euromat Treasurer is Dirk Lindenbergh of Holland, who was presenting a budget compiled by the Presidium.

The budget for 1991 and for 1992 were similar amounts, he said. The present system of three joint secretaries, currently also working for their own trade associations in Britain, Belgium and Germany, would be continued for the moment, but the budgeting included provision for an EC consultant, a clerk and offices in Brussels and equipment.

Mr. Lindenbergh: "We are moving towards a more active organisation which implies more work and higher costs with more frequent meetings." He outlined expenditure totalling 120,000 Ecu (US$140,000). To pay for it, the organisation would have to raise subscriptions according to a new schedule prepared by the Presidium. There would be a basic payment of 700 Ecu (US$800) and then 350 Ecu per vote (every country has more than one vote depending upon its size and whether it has coin-operated games of chance). Those countries with coin-operated games of chance would have to pay a higher rate of 2,000 Ecu for each vote.

Holland questioned the validity of the budgeting—and therefore the level of subscriptions—stating that with 1991 already mostly over, the budget levels were inappropriate. The consensus of the discussion was that savings made from the 1991 budget should be carried forward as a reserve. Holland appeared to disagree with this.

Denmark commented: "We are a small organisation. Including this meeting the cost to our organisation of attending Euromat meetings represents 21 per cent of our total income. We have a feeling that there are some countries which would be ready to pay more. We should not be quarrelling between ourselves over the amounts we pay. Denmark will pay it because we think Euromat is very important."

After some further discussion, the budget for 1991 and 1992 and the new level of subscriptions was approved by all member countries with the exception of Holland.

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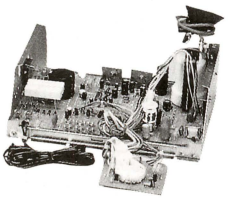

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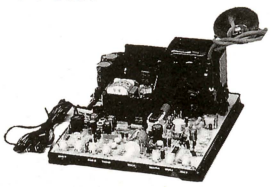

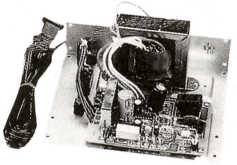

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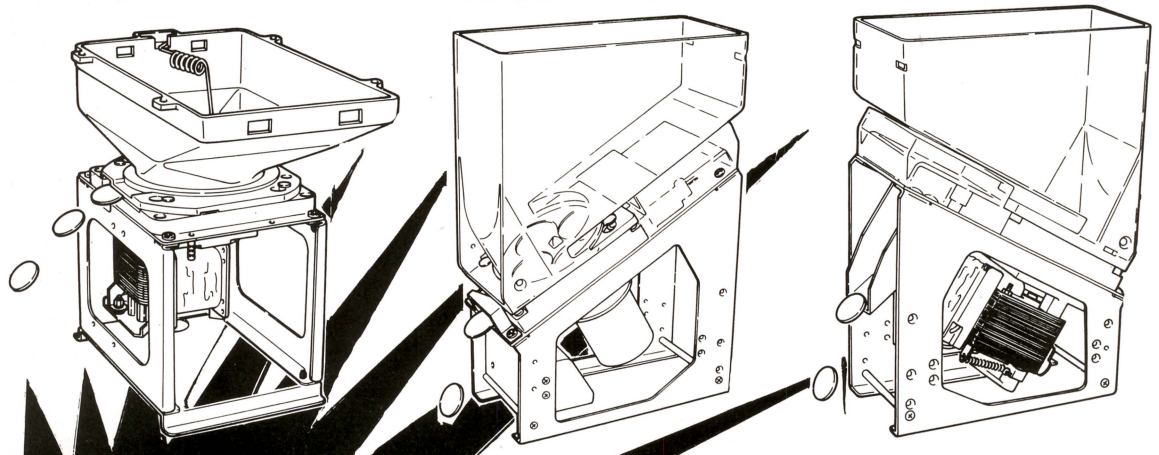

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The great

How does redemption stack up as an international game? Is it a purely American phenomenon or will it export? CHRISTINE UTTERWORTH examines its potential.

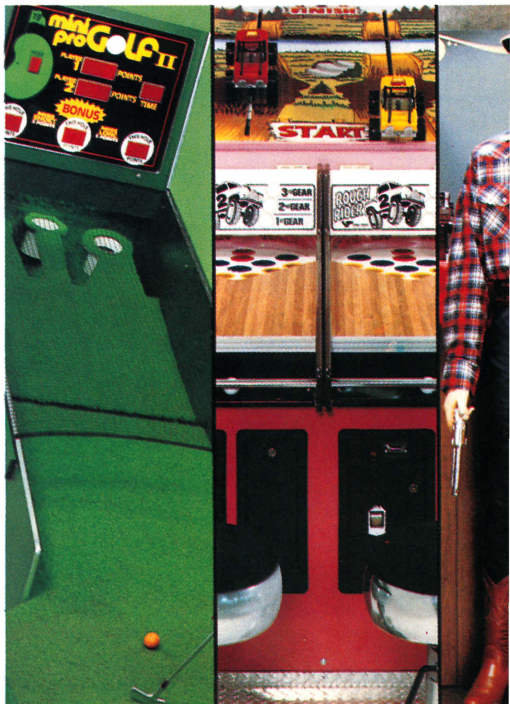
ERE'S nothing new about emption games. They've been ing them in New Jersey, US, for ood 60 years. The redemption ciple has been adopted on rounds since time immemorial the Skee Ball, that doyen of mption, was first built circa . So what's all this hype about mption "taking off"? Surely, if ething's going to get off the nd, it doesn't need an 80-year n period.

e hype of course is down to coin-op connection. After dding balls up and down a Skee l for eight decades the ericans suddenly hit on the idea sticking a coin-mechanism on it, ling a ticket dispenser and, hey sto! Son of Skee Ball was born– new generation of redemption me with sophisticated coin input and a ticket thrown out on wins to exchange for merchandise. The theme caught on four years ago when whole families of new redemption games were hatched, all adhering to the principle of fairground style fun games but with the added sophistication of coin-mechanism and a ticket dispenser. New varieties of the theme were adopted and the American market was swamped with sports games, particularly basketball along with shooters, roll-balls and a plethora of fairground-style fun machines. Redemption looked set to enjoy a rosy future not only in the US but also in the wider international coin-op forum. In the US however too many people jumping on the bandwagon ensured that few fortunes were made and internationally we're still waiting.

Redemption in the US however provided a boost to the industry in the shape of family redemption arcades opening up, with New Jersey, Florida, Texas, Illinois and parts of California being key areas. There are currently around 25,000 redemption pieces on site throughout the US and the number is increasing. This excludes the vast number of cranes on the market (to be featured in a future issue of *EuroSlot*).

Mark Kane, Vice President/general manager of redemption game manufacturers Vari-Tech of Grandville, Michigan, US and Bill Seibert of major US distributors Betson, told EuroSlot that redemption is still increasing in popularity in the US. The rise in the first couple of years since its inception was meteoric but whereas the increase is now more gradual, redemption has not yet reached a plateau. Said Mr. Kane: "Redemption was adopted four years ago when we took an amusement park concept and brought it to the arcade. Redemption arcades have been created where there are no heavy entrance fees but simply games which provide value-for-money entertainment for all the family.

"Redemption games are popular in family locations which include restaurants, hotels and shopping malls, areas attached to petrol stations and bowling alleys. However, as with pool and electronic darts, marketing is the key to successful redemption operation. Choice of merchandise and promotion of the machines are vital to their success. Redemption cannot be pushed in the corner of an arcade in between a row of videos and a few pinballs and be expected to attract the right



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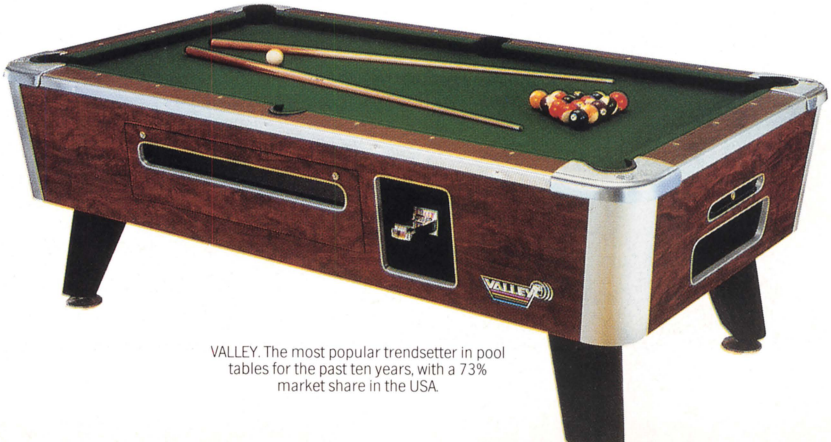

VALLEY. The most popular trendsetter in pool tables for the past ten years, with a 73% market share in the USA.

give-away

clientele. It will not succeed with lazy operation but, according to the US industry, by continuously working at it, can become extremely successful.

Joseph Migueles, export manager of Imperial International, New Jersey, US, a sister company of Betson, both of which are subsidiaries of H. Betti Industries Inc., believes that redemption succeeds where people are looking for good value family entertainment. "Redemption has taken off substantially in Argentina," he told EuroSlot. "Because the people are always looking for something which provides family fun. The Argentinians see video as too repetitive and are continuously on the look-out for something different. Some arcades out there are all redemption family arcades built to a very high standard. We have put out up to 75 pieces in one arcade. We have found that they are very keen to use sophisticated equipment and will go any distance to buy this."

There are currently around 15,000 redemption pieces in Argentina, many of which are in the capital Buenos Aires, with the business having increased dramatically over the past two years. Said Mr. Migueles: "We are providing family entertainment which is seen as a substitute for a visit to the cinema. However the cost of actually getting machines into Argentina can be phenomenal with freight and duties something doubling the cost of the equipment."

Another South American country currently ripe for redemption is Columbia which has just taken its first few hundred pieces. Brazil and Uruguay are also opening up.

So why has redemption not spread its wings across the Atlantic into Europe?

The quick answer from Cliff Walker, technical director of Rank Amusements, the UK's biggest arcade owner, is that in countries where AWPs are permitted it's more profitable to site payout machines than redemption. "When you are looking to open a new arcade," he said, "you have to depend on regular clientele coming in day in day out. To open a redemption centre similar to those in the US demands substantial investment which in the UK can more easily be recouped by siting AWPs."

So will redemption centres only pay their way in countries such as the US, where AWPs are not permitted?

"Not necessarily," continued Mr. Walker, "there are a few very successful amusement-only sites in the UK but they are generally part of a complete leisure complex.

"There is no reason why the UK could not enjoy the best of both worlds, with town centre arcades which do not admit under-18s, siting AWPs and redemption centres springing up as part of the multiplex leisure centres. Obviously there are many amusement only games in seaside arcades.

In the UK however redemption often takes the shape of capsule prizes rather than tickets. "Rank is opening two redemption-style centres next year, at Stockport and on the Wirral but both are part of a whole leisure complex containing cinemas, bowling alleys and general family entertainment." When asked if he believed people would travel to the complex purely to play the games he declared: "No, but while they are visiting the centre to bowl or to watch the cinema they will call in to play a few games at the same time."

So there is some hope for redemption outside the US providing the right "family" sites are found and the investment is available.

Despite the British economic recession and the slowing down of business generally this year due to the Gulf War, the UK is seen by American advocates of redemption as the stepping stone to Europe

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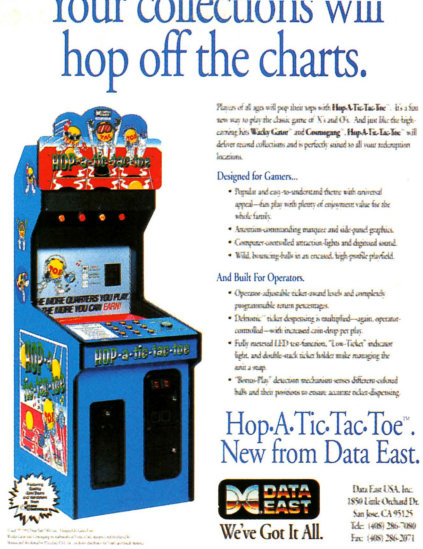
Redemption

Who wants a

where in those countries such as Belgium, Germany, Holland and Spain where AWPs are permitted, the same question is asked: "Why bother with redemption which means work for the operator when you can stick a row of payout machines in an arcade and forget them, knowing they'll pull in a good cash box?" In Belgium in particular however, pushers with token payouts are popular although these have been cut back recently due to changes in legislation.

In France and Italy redemption games are seen as payout machines and are therefore illegal outside the fairs. Sources in France estimate there are up to 6,000 out on site on the fairgrounds and parks.

In Holland redemption games are only permitted on travelling fairs and there are around 2,000 operating in the country. In arcades games of skill may be used providing only time is won and not prizes. According to the law there



ticket to ride?

must not be any form of exchange for winnings.

In Spain a similar story is told. Any machine or device giving away any prize in money or goods is considered a payout machine and would have to qualify as such to be operated. Therefore with the taxes applicable to an AWP machine, it is more profitable to install an AWP machine. Cranes also fall into the same trap in Spain as do any games paying out tickets or tokens or any other substitutes for money. Similarly there is no room for skill games with prizes.

The only exception to the operation of redemption alternatives are the "tombolas" which are operated in fairgrounds and which are run somewhat beyond the Gaming Board jurisdiction. They are tolerated, even the operation of cranes with gifts and tombola draws with tickets.

Spain then, has a somewhat ridiculous situation which is neither black nor white, leading to strange anomalies such as a Gaming Board rejection of a boxing amusement machine for being violent, and the assertion that a pinball is a gaming machine if it gives a free ball!

There are also problems in Scandinavia. In Finland, for example, where there is no specific law to cover redemption, tickets cannot be used but a man on the spot may hand out prizes! Harri Mononen, Managing Director of Coin Line OY, Helsinki is currently campaigning to supply Scandinavia and Europe with redemption games.

The answer has to be that where investment is available and laws permit the games there's no reason why the industry can't have it all: payout machines in adult centres and family machines attached to a new breed of leisure and sports complexes across Europe.

The potential up and down Europe is there to exploit whole new business enterprises which encompass the popular 1990s theme of bringing the whole family together for entertainment. The entrepreneurs who take the main chance today and investigate the openings for the new "family" punters are the ones who deserve to reap the cash box harvest tomorrow.

And there's no doubt that encouraging children to participate in fun games, in a family environment, thereby keeping them away from cash payouts, will gain the industry, in each country, a better national press and win more friends among legislators.

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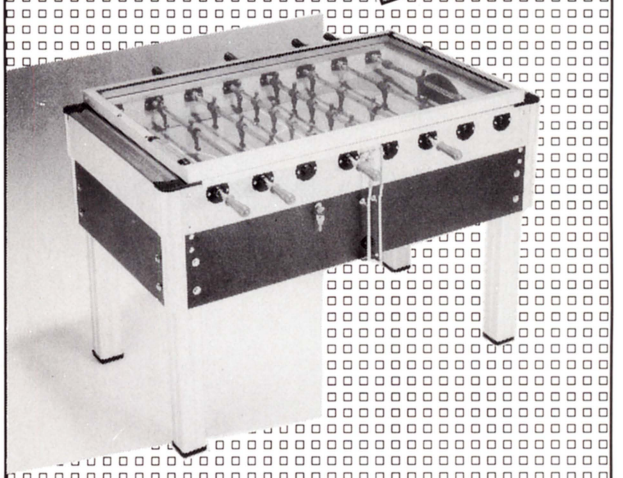

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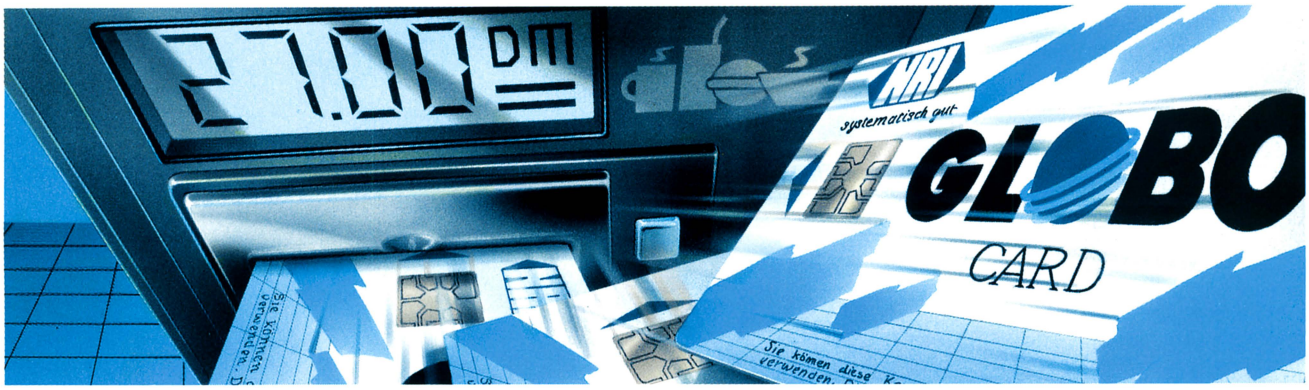

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Looking backwards and forwards

IN late 1939 my father was called up to serve in the British army and my family moved out of London to avoid the blitz. In late 1943, having moved several times, we finally finished up in Hampton Court, a small town to the south east of London. We moved there because my father had an amusement arcade by the side of the Thames and it was also deemed to be fairly safe.

So at the ripe age of seven I started to give change in the arcade, my real first practical work experience. Some months later I also joined the scout movement as a wolf cub and one of the senior boys I met at that time became a long time friend. The scout group also had a sea scout section and between working at the arcade and, when that burnt down, at the adjoining pleasure park and playing with boats on the Thames I can say I had a very happy early life.

At the age of 18 I was called for national service and after preliminary basic training I was posted to the War Office. Every soldier working there was sent on a course to learn how government works and, in truth not much has really changed!

I tell this story to show how everything one learns as we grow up can be of enormous value in future years. The lessons, the relationships, the work experience and the way the scout movement was governed were of enormous value as I moved through life and especially with my work with the trade associations and Euromat.

So let me talk about trade associations for a moment. What is a trade association and what is it for? Since the commencement of trade, men have formed themselves into guilds and associations to protect themselves as mastermen and employees. I do not know which European association can claim to be the oldest, but the Showmen's Guild of Great Britain must be considered. It was formed in 1889 to protect the interests of the travelling showmen.

Commercial companies and individuals trading on their owr account join associations for varied reasons. Some are happy tc just pay their dues as an insurance premium and then sit back and let the association work for them and others take a much more active part in the organisation. When my family first became involved in association activities in the 1920s negotiation with central government was fairly low key, but in my lifetime discussions with government became very much more intense and much more important.

What should be the involvement of an association? What the dichotemy between commerce and the proper activity of a legitimate trade organisation?

When elected to office, or joining a committee, one has a duty to endeavour to leave personal commercial problems on one side and work for the entire industry to benefit the future prosperity of the business. Once a satisfactory climate has been achieved, then it is up to each individual enterprise to take advantage of the possibilities that then become apparent.

But that is easy to say. Personalities intrude; political ambitions interfere. And one might be stupid to ignore short term advantage of a course of action that would immediately affect a company's bottom line in favour of an extended course of action that might bring future prosperity.

A good example of this happened in 1949. Two separate trade organisations gave evidence to a Royal Commission on Gambling Activity in Great Britain. The Amusement Trades Association, with only 60 members, in evidence spoke in favour of a limited opportunity for the operation of the traditional slot machine for use in the club environment. The Amusement Caterers Association, with 500 plus amusement arcades, came out strongly against such equipment. In fact one delegate was heard to say that such equipment would never find a home in his arcades! What happened is history. Slot machines were allowed in the clubs and because of the way the legislation was formulated a derivation of such machines became the staple money making machine in pubs, arcades and other such premises in Great Britain.

I return to my early story and move forward to 1972. Having married and now with two young children, I returned to playing on the river and we bought a boat. Not happy with staying on the Thames I decided to cross the North Sea and my first foreign trip was to Ostende. Full marks to my wife who cruises with me every time; it was not so easy with a six-month old baby and a four-year-old toddler.

MICHAEL SHEFRAS, honorary delegate to Euromat has been involved in the slot machine, amusement, bingo and leisure industry since 1948. He has manufactured and operated machines in single sites and operated bingo hall equipment.

He chairs the Coin Machine Users Group, a co-ordinated body, consisting of every trade association in the UK using coin-operated devices and, as a past First Vice-President of Euromat, the industry's European association, he is au fait *with all matters concerning Europe.*

My first reaction was that it was so easy to enter Belgium. Very little formality and as soon as our lines were made fast it was easy to jump ashore and buy "frites". The cruise was to take me from Belgium, through Holland, and up the Rhine to Germany. My first taste of the real European experience. On the massive waterways of Europe one could see flags of every nation. The tri-colours of France, Belgium, Holland and Germany, the Swiss white cross on its red background and many more.

Coincidentally, the following year I was invited as an officer of the newly formed BACTA organisation to attend a meeting of some of the European trade associations in Brussels, actually at the headquarters of the commission. It was called by a German, Werner Schmitt, a Berlin operator, and there were representatives from Belgium, Holland, England with several other German associations. A separate organisation had been formed by the German manufacturers, led by its secretary Dr. Kummer, and included French and Italian associations.

There followed six difficult years. It was obvious that to have two separate organisations competing with each other in the embryonic new Europe would be a disaster and we fought to bring both groups together, with some degree of success.

Ideally I think it is safe to say that every country which has joined Euromat sees it as a co-ordinating body to bring the nations together. But for what purpose? For my part, it was to ensure that any action by Euromat would not harm the British industry as it stood to 1991. But the single trading community is now just around the corner. Euromat must listen to what its constituent bodies say and endeavour to prepare the climate for future prosperity. It will need commonsense, patience and a considerable amount of goodwill to produce a consensus.

Oh, by the way, the senior scout of my youth was, of course, Alan Willis, who joined the Amusement Trades Association as a part time secretary so many years ago and is now the very well respected general secretary of BACTA. Both he and I are still continually learning together as the years pass!

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Product development is the basis of the group's activities, with highly skilled technicians in the development department transforming the demands and wishes of the various customers into a high quality product or service.

The production process begins after the product has passed through all the stages of development. Production of technical products demands a good organisation. The numerous parts, the constant need for new and improved versions, means this work must be carried out with great care and accuracy. High quality is also a guarantee of a low incidence of breakdown, an aspect that is of the utmost importance to customers.

Products that have been created by the Jac van Ham Group include the Royal range of video cabinets. More than 2,500 cabinets are produced each year with many of them exported to France and Switzerland. The company also sells between 600 and 700 PCBs a year, bought in a the best price from whatever source is available.

Sales executive Toine Donders said: "We have also marketed the Sega Mega Tech system. It was difficult to start with, but I now have customers who buy one a week. The operators are happy with it and some operate two machines on a site."

Managing Director of Jac van Ham, Henk Stolwerk.

Jac van Ham has enjoyed a successful 20-year association with British machine manufacturer JPM and Toine Donders said: "We develop our own games and JPM produces around four to five models a year for us for the Dutch fruit machine market. They are all very successful machines, and we are taking in JPM conversion kits and looking to see if there is a market for rebuilds/conversions. At the moment the new machine market is very strong and there is a lot of competition."

Jac van Ham also operates on the pinball market with second-hand machines. "The pinball market is small and steady but it is getting better, especially with second-hand machines which we totally recondition and refurbish," said Toine Donders.

Jac van Ham plays a leading role in Holland as an importer and distributor of products such as Sega Mega Tech, Data East, Konami video games and the Royal videos under private label. A recent new product taken on board by the group is the Wellow electronic darts game. Toine Donders said: "There are 65 darts teams in Tilburg alone so there is great interest, but the players do not like the soft tip and bristle boards, so the Wellow is most suitable."

The company also manufactures besides the Royal video its own Monte Carlo pushers and Ohio Sound equipment and in the area of sound and light equipment supplies such names as JBL, Lampo, Boffi, Clay Paky and Teac.

Since January this year Jac van Ham handles Valley pool tables for the Benelux countries. The Valley Cougar ZD5 pool tables turned out to be very successful. The stores department, holding around 4,500 separate items, carries a full range of pool spares and accessories.

The spacious premises of Jac van Ham in Tilburg consists of three separate buildings which house the manufacturing plant, woodwork shops, stores, administrative offices, superb showroom and electronic repair workshops.

Jac van Ham has a separate operating division run by director Frans Smeulders which operates 13 amusement arcades in central and southern Holland, each operating between 35 and 120 pieces of equipment which are mainly fruit machines, with Valley pool tables and pintables, depending upon local laws. Its single site operation, embracing cafes, pubs, hotels, restaurants and seasonal operations in holiday camps and seaside resorts, totals 6,000 plus pieces of

Company profile

equipment. It also has operations in France, Belgium and eastern Germany.

The Managing Director of the Group is Henk Stolwerk, who joined the company two years ago when company founder Jac van Ham assumed the position of Chairman.

He told *EuroSlot:* "We are very happy with the way the business is developing. We do business in France, Switzerland, Belgium, Scandinavia, Italy and the UK with our video cabinets and the Monte Carlo pushers. Jac van Ham is the exclusive distributor in Holland for JPM products. The market in Holland is undergoing quite a change at the moment with the player becoming much more discerning.

"Our main interest is the Dutch market. For eastern Europe the interest is mainly in second-hand equipment, mostly gaming machines, and we have been approached by representatives from Russia, Yugoslavia, Hungary and Poland. We have not gone there looking for business—they have come to us."

The production, trade and operating divisions of Jac van Ham cover the national and international markets and its offices in the most important European countries play a significant role in the group's activities, making the company more than ready to face the single European market.

Through its strong desire to improve and renew products and equipment, the Jac van Ham Group always succeeds in meeting the demands of existing customers and, moreover, discovering new markets. It is this aspect which allows the group to look to the future with confidence.

Sales executive Toine Donders with the company's current gaming machine, Jackpot Jokers.

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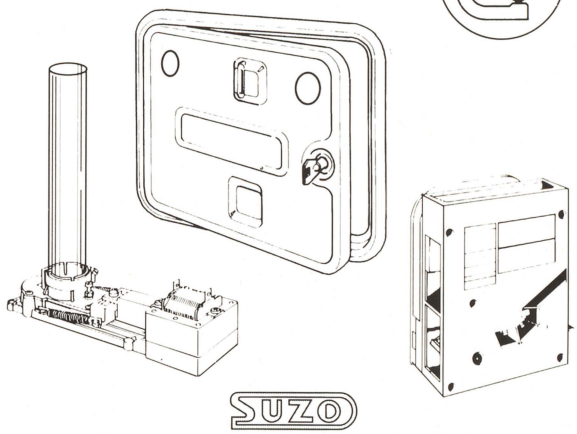
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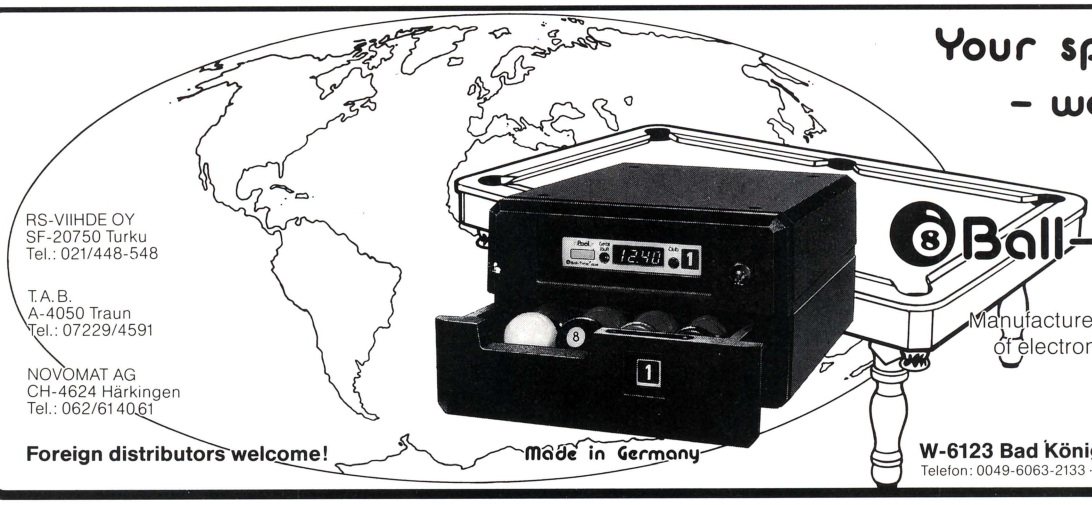

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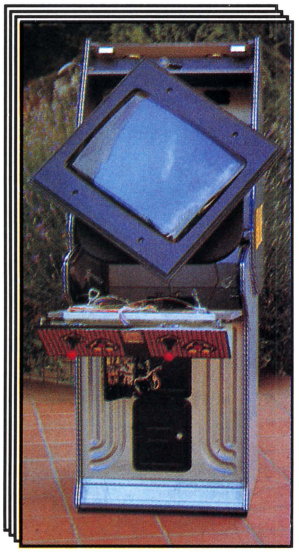

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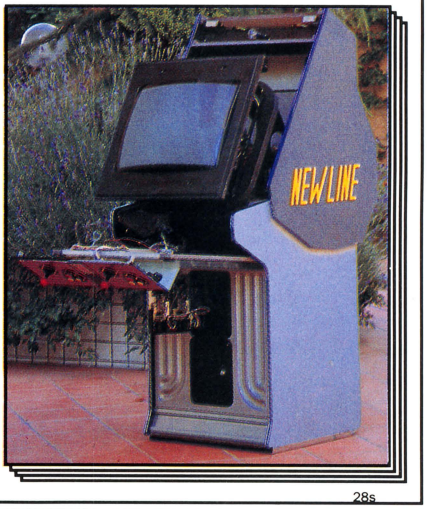

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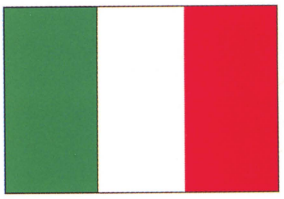
Show report

Cabinets dominate Enada



Mike Newton

ENADA 19, the 19th Italian coin-operated amusement equipment show sponsored by the Italian trade association SAPAR was officially opened in the Fiera Roma by the Minister of the Interior, Mr. Giancarlo Ruffineo on Thursday, October 17 and ran until Sunday, October 20.

Following the opening, the minister was conducted around the exhibition stands by the President of SAPAR Mr. Lorenzo Musicco and the secretary Dr. Maurizio Maneschi and he publicly addressed the exhibitors and visitors.

Enada was dominated by displays of video game cabinets, not surprising in a country where there are an estimated 350,000 video games on the market with 90 major companies involved in manufacturing/assembling video games and 2,500 companies operating them.

Other equipment displayed among the 80 exhibition stands embraced pinball machines, billiard tables, spares and components, capsule vending machines and table soccer.

The pinball market has been increasing quite steadily in Italy over the past 10 months and the interest was reflected on the stands of **Elettronolo** and **Elmac II S.r.l.** exhibiting Gottlieb's Class of 1812, **Novarmatic** showing Williams' Terminator 2 and **Technoplay** exhibiting Data East's Batman. Marino Zaccaria of Technoplay, previously a manufacturer of pinballs himself, became an official distributor of Data East in September 1990 and he confirmed the increasing interest in pinballs. "When we started Data East was not very well accepted in Italy and I only made small initial orders, but now, due to the superior quality of the machines and the game content, the interest has increased dramatically and I am ordering at least four to five containers each month. The business is going very well indeed."

Billiards is another area showing growth in Italy, the game appealing to a new generation of the public and there are an increasing number of billiard halls opening up.

Garlando S.r.l. was exhibiting its Paolo Coppo billiard table, an extremely attractive table in Sapeli mahogany with a playing field size of 284cm x 142cm and a cushion width of 13cm. It is equipped with a four-lampshade light, a 12-cue rack, 10 aluminium cues, one long stake, one short stake, an electronic scoreboard, a brush, pieces of chalk, balls and skittles. Francesco Belletti told *EuroSlot*: "We are looking very strongly at the French market and will be exhibiting at the Paris show in December. We will be bringing out a new type of electronic coin mechanism integrated system which will enable the operator to check the number of plays, coins inserted, etc. Also for the French market we are developing a new pool table which has no coin mechanism but, when the game is over, the table lifts to an angle thus restricting further play. It is a system which we have developed and will protect."

Guerrino Uboldo Fabbri of Master Games of Rimini with his Rodeo video cabinet.

The Italian Minister of the Interior, Mr. Giancarlo Ruffinco is pictured addressing the Enada with the President of Sapar, Mr. Lorenzo Musicco (left).

Gary Stern, executive vice president and general manager of Data East Pinball is pictured on the Technoplay stand with Marino Zaccaria and Data East's Batman.

Roberto Sport was also showing a pool table, but of particular interest was a new soccer table, the Export de Luxe model which is covered with unbreakable tempered glass, has aluminium legs, telescopic rods with 18mm ball bearings, steel coil springs and interchangeable bushings. The table is noiseless, and it is patented. The UK distribution rights to the table were snapped up by London-based United Distributing Company Limited who were very impressed with the product.

There is increasing interest in operating juke boxes in Italy, especially now that CD models are available and there is a better return for operators than on video games with price of play L800 (US 75c.) for one track and L2,000 (US$2.50) for three tracks. Only a handful of music products were on display: **Elmac II** was exhibiting the Rowe-Ami range of CD juke boxes and wall boxes and **Automat Spiel** was exhibiting the Wurlitzer New Orleans CD, New York CD and the nostalgic One More Time reproduction 1015. **Leante S.n.c.** was showing the Pioneer Laser Juke compact disc juke box and **Pedretti** was showing the NSM 100 CD Galaxy and 100 CD Fire and its own Mastervideo range, the Mastervideo Wall, Classic and Spatial which meet the needs of most operators. The Spatial in particular is an impressive and elegant unit.

Catering for the large number of video cabinet manufacturers were the monitor and power supply manufacturers. World leader

Show report

Hantarex on a large and impressive stand was showing its range of monitors from 10-inch to 33-inch with particular emphasis upon its MTC 9000 and MTC 9300 monitors and its US300 power supply. Spanish company **Intervideo,** also with a large and impressive stand which it shared with associate company **Generalgames** showed its new range of 25-inch, 28-inch and 33-inch flat square screen with high focalization monitors, and **Fenice** displayed its conventional and flat square monitors and power supplies.

Catering for all sectors of the industry were a number of stands dealing in spares and components. **Star Coin,** operated by American Bob Schemerhorn, in particular was perhaps the busiest stand at the show constantly dealing with sales and inquiries. The company distributes the range of spares from leading companies Wico and Suzo International and holds the full range for Williams, Data East and Gottlieb products, among many others. The company also designs and manufactures video cabinets and exhibited two of its excellent models the Delta III 28-inch monitor and the 25-inch monitor.

A company with the unusual name of **Works Meeting S.r.l.** exhibited what it claims to be the smallest 25-inch monitor cabinet in the world which is the type C cabinet with revolving monitor, removable control panel and dimensions of 67cm x 160cm x 78cm. Also shown was its type B for 25-inch or 28-inch monitors, the front opening Beverley Hills 25-inch, the CFG 25-inch with revolving monitor and removable control panel and the PS 20-inch with a slide drawer system.

Guerrimo Uboldro Fabbri of **Master Games** of Rimini showed a very striking cabinet, The Rodeo which has a split two-player control panel which slides off, a reversible monitor and total frontal opening. Mr. Fabbri has been in the industry for over 30 years, formerly owning a company called Domino which imported Bally slot machines and was also an operator and distributor. He says he now has a moderate production of video cabinets and exports successfully to Germany, France and Belgium.

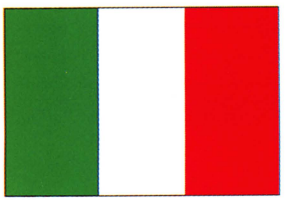
Equally as striking was the range of cabinets from **Rimini Games**, particularly the Magnum Plus. Of elegant and compact design it measures 173cm x 64cm x 80cm, has total frontal access with a closed, thief-proof rear panel. Constructed in robust painted poplar plywood it has a play panel covered in makrolon and extra large caster wheels for easy movement. It also manufactures the GP Magnum for upright driving games with the same styling and characteristics. The large PC board space can also take double boards and it is pre-adapted for the mounting of mechanical or electronic token units. The monitor has frontal adjustable screen tuning for 25-inch or 28-inch monitors.

SO.GE.M.A. exhibited three excellent models of cabinets: the Magnum 25-28-inch, the Magnum 20-21-inch and the Magnum Motorcycle unit 25-28-inch. They are attractive, very practical cabinets with universal Jamma connectors.

Paolo Maggialoli, Dr. Maurizio Maneschi, secretary of Sapar and Lorenzo Musicco, President of Sapar, were very happy with the attendance and showing at Enada.

Robert Donaldson, Chairman of RWD Coin Amusements, Enniskillen, Northern Ireland, right with Jim Rickard, Chairman of IATA, the Irish trade association and Carmel Geretty a visitor from Mullingar, Ireland.

Mario Martelli, export sales manager of Hantarex, is pictured with Ole Imerslund of Oslo, Norway.



They can be fitted with either mechanical or electronic coin mechanisms (NRI), and the top frontal glass can be personalised with company names. Dual game board versions are also available with selector buttons. On both versions of the 25-28-inch the monitor can be directly mounted on a frame adjustable for horizontal or vertical operation and it is angle adjusted in three positions.

Playtronic showed a 25-inch monitor pedestal type cabinet with dimensions 177cm x 65cm x 91cm with frontal access and reversible monitors. **Elmac** showed three cabinets, the M1 20-inch Clio, M25, 25-inch monitor and a driving game upright cabinet Topdrive 25-inch.

Any buyer in the market for video games cabinets at Enada would be spoilt for choice as there were so many, all displaying the same characteristics.

The stands displaying dedicated video games and simulators attracted the most attention. **Elettronolo's** stand was packed with visitors queuing to ride Sega's R360, queues which persisted throughout the show. On the same stand Atari's new helicopter simulator Steel Talons attracted the same interest and of course the laser shooting game Mad Dog McCree was extremely popular, not surprising in the country noted for its spaghetti westerns and one wonders at the impact that will be made with the new programme Who Shot Johnny Rock which has a gangster theme.

Sega's Rail Chase on the **Etna Giochi** stand also attracted a lot of enthusiastic interest as did Namco's Star Blade on the stand of **Sipem** and Golly Ghosts. Gianfranco Maffiodi, President of Sipem, has been a Namco distributor since 1984, as well as a manufacturer of cabinets and electronic equipment and he thinks that Star Blade will become the number one game in Italy. He has been well pleased with Final Lap in the past year, selling 600 single players, and with Steel Gunner.

Cinosaka Electronica showed Sega's Time Traveller hologram game which appeared to attract surprisingly little attention; Rad Mobile, Steel Talons, Race Drivin', Hard Drivin' and Jaleco's Cisco Heat.

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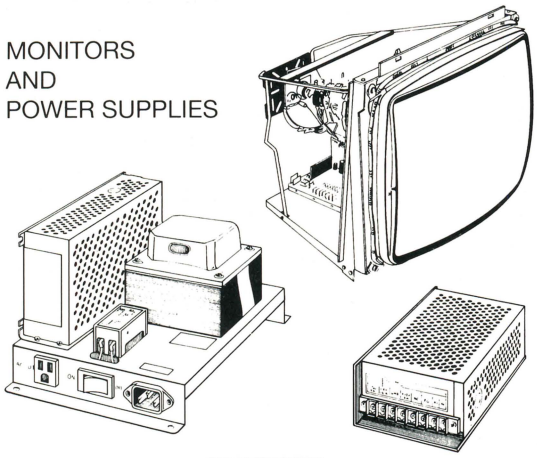

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Show report

Light at the end of the tunnel?

SOMETHING of a ray of light in the darkness was how many Britons described the Associated Leisure Preview, an autumn coin machine show in London held annually.

The description was as much in hope as in certainty, for the UK has just gone through a recession more severe than anywhere in Europe, with high street shops suffering, pubs suffering and therefore coin machines not being played.

The Preview at least looked busy and the 50 or so exhibitors reckoned that contrary to normal practice, sales were made. It is not normal for widescale buying at Preview because there has been a tradition that people looked in October but bought at ATEI in January. With the big London show moving to February, it opened a gap for sales to be made at Preview.

Attendance was up too, according to the show organisers, Howard and Wikberg Promotions, who said that the first day attracted 2,000 people, which was 25 per cent up and, by the close of the second and final day, a total of 3,000 people had gone through the doors.

The consensus of opinion from distributors was that, despite the recession, cutting back on buying was not going to attract anyone through the doors, so some brightening up of arcades and pubs was necessary which released some funds.

The Associated Leisure Preview—it is named after the founding company which remains one of the largest distributors of coin machines in the UK—is not a magnet for overseas visitors. The show is basically a UK domestic affair, although we saw a few familiar faces from Norway, Holland, France, the US, Ireland, and Spain in the Novotel's exhibition hall.

The fact that the Preview overlapped with the Enada show in Rome, which is infinitely more international in character, may have tended to depress international attendance still more.

But some European interest was there and some interesting pieces of information came back to show that the export business at least was alive and well. Associated Leisure itself, for example, is busily manufacturing AWP machines for eastern European countries incorporating software produced by Malcolm Mailer of Zenitone. The machines are going to Czechoslovakia, Hungary and Russia as well as to Italy, Germany and Holland. The main eastern European machine is Magic Bars, a video fruit machine with excellent graphics which is switchable to all currencies. Because it is a video machine there are features which become feasible such as moving bars around the reels on the screen.

David Snook

Left to right Rob Navara of Rowe, UK (left) with Jan Van de Velde and Bernard Leroy of Seeben, Belgium.

Graham Smith and Andre Mulon of Amiro France, visitors to the Preview.

Gary Stern of Data East with his newly-released Star Trek pinball, making its debut.

Seeben of Belgium had representatives in the room and they reported that they had successfully launched Rowe juke boxes in their country and that by September next year a sizeable number will be in operation.

A valuable insight into the state of the UK market in video games came from Steve Bierrum of Konami UK. He said that despite the general recession in the trade and a degree of shrinkage in the PCB market, sales were generally on a similar plateau as a year ago, at around 400 to 500 boards for a good game. Konami's best PCB in the previous year was Golfing Greats and the best dedicated game Simpsons.

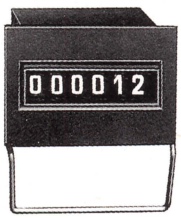
Richard Dunn from the same company said that between 900 and 1,200 PCBs had gone out to Germany in the past 12 months compared with 300 to 400 in the previous year. In Italy 1,000-plus boards had been sold, making Germany and Italy key markets for the company in Europe. He noted that sales in France were picking up again.

Eastern Europe was not yet being attacked by Konami direct. "Our product range is too narrow for the east at the moment. They want to deal with companies which can provide the full spectrum of amusement, pinball, juke boxes, payout machines, etc."

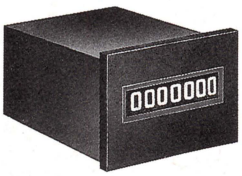
As a prelude to the principal buying season in the UK, culminating in the ATEI in February and the Blackpool Exhibition later the same month, with the new EuroRag appearing early in January, the Associated Leisure Preview did its job and gave grounds perhaps for a little optimism to lift the gloom. Whether the optimism proves to be misplaced remains to be seen.

EMIT

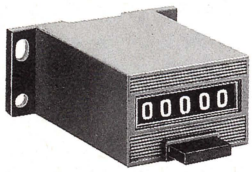
Manufacturers of counters



EM11
Back fastening by clip
Picot connection
Display: 4/5/6 digits
Imput voltage: 6, 12, 24 VDC.
Imput additive: 25 CPS



EM37
Back fastening by clip
Picot connection
Display: 7 digits
Imput voltage: 6, 12, 24 VDC.
Imput voltage: 115, 220 VAC.
Imput additive: 25 CPS / 40 CPS



EMR3
Back fastening by screws
Wire connection
Display: 5 digits
Imput voltage: 6, 12, 24 VDC.
Imput voltage: 115, 220 VAC.
Imput additive: 10 CPS

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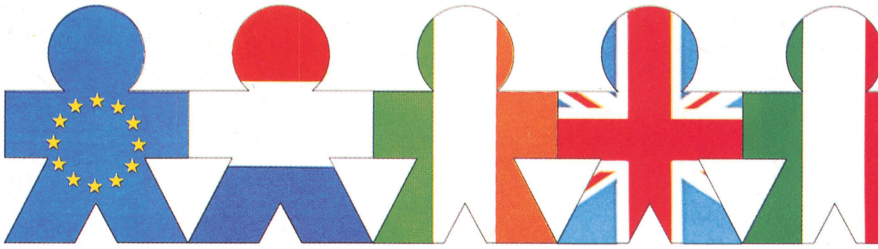


DESPITE the complaints and internal wrangles within the EC, and certainly despite current disputes over the future structure of the community among the member states, many countries, beyond the EC, view it very positively.

There are association agreements between the EC and quite a number of external European countries. Countries like Austria and Sweden have already formally announced their wish to join the Community in full. Meanwhile eastern Europe continues to view the ultimate goal of membership of the EC as the final evidence of democratic acceptability. Certainly the trade and economic opportunities produced by the internal market are seen as conducive to the improvement of national economies.

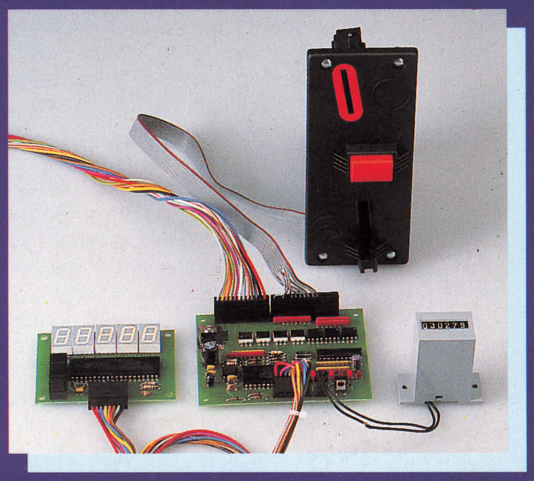
Fearing exclusion from the trade benefits of the single market the European Free Trade Area (EFTA) has been working towards an agreement with the EC on the creation of an European Economic Area (EEA). The agreement was finally signed on October 22, 1991, between the EC (and its individual member states as there were some political elements to the agreement) and the EFTA countries: Austria, Finland, Iceland, Liechtenstein, Norway, Sweden and Switzerland.

The treaty will take effect as of January 1, 1993—the same date as that for the completion of the internal market. It will cover the territory of 19 European nations and will mean that goods should be able to move freely around a market of over 377 million people.

From our EC correspondent

Negotiations for the treaty were in progress for nearly two years and even then agreement almost eluded the two groups due to the problem areas of fisheries, alpine transit and finance. These three areas held up negotiations for most of 1991 and finally only severe

ELTO 06/01



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THE EC, EFTA AND THE EEA—JUST AN ACRONYM?

compromise could rescue the whole agreement. The treaty will mean that the seven EFTA countries must undertake to implement about 1,500 EC laws and the final document was itself over 1,000 pages long. But what exactly has been agreed?

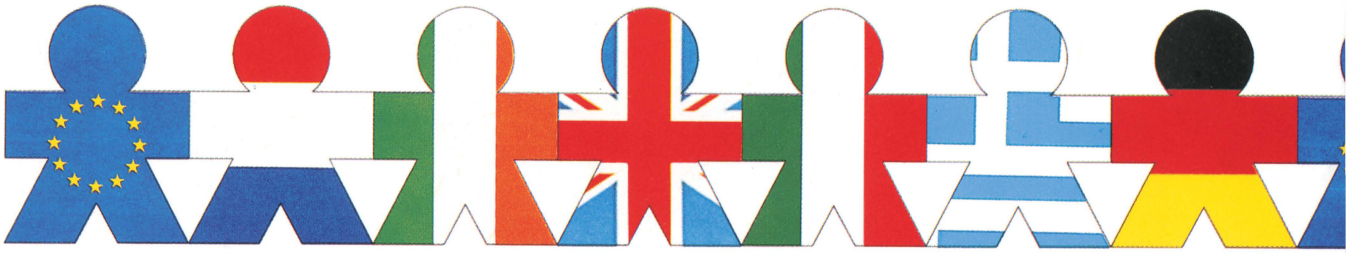
The idea is that the basic freedoms provided in the EC by the Treaty of Rome will operate throughout the EEA. Goods will be able to circulate freely within the 19 countries of the EEA which means that a system must be developed which will define goods originating within the EEA—a definition which is currently a point of contention for the EC itself.

In the same way, individuals will be free to move around the EEA, work and offer services in any of the member countries. This requires mutual recognition of qualification and Switzerland has been given a derogation period of an extra five years in which to comply.

A body will be set up which will deal with competition complaints generated by companies with more than 33 per cent of their combined turnover in EFTA countries. EC rules on cartels, abuse of dominant position and state aids will be followed. However, the new merger regulations (which caused concern when the De Havilland merger was blocked recently by the Commission under these powers) remain the sole concern of the Commission. EFTA will have to accept the Commission's decisions here just as the Commission will have to bow to EFTA rulings on cartels, etc.

Some measures are not included in the new agreement and there will be no customs union within the EEA, nor will indirect taxes be harmonised. EFTA countries will keep their own agriculture, foreign trade and anti-dumping rules and border controls between the European Community and EFTA will still remain.

Brussels



THE EC, EFTA AND THE

A joint bench of EC and EFTA judges will also be established to deal with EEA questions and, although the EEA countries will not be able to vote on new EC legislation, they will be able, through their own Council of Ministers, to decide whether to apply new EC legislation to the EEA. These decisions will be taken by consensus.

The Commission has undertaken to consult EFTA about proposed measures before introducing them and, should EFTA decide not to apply certain new rules, then the EC will be competent to remove the affected sector from EEA thus restoring balance.

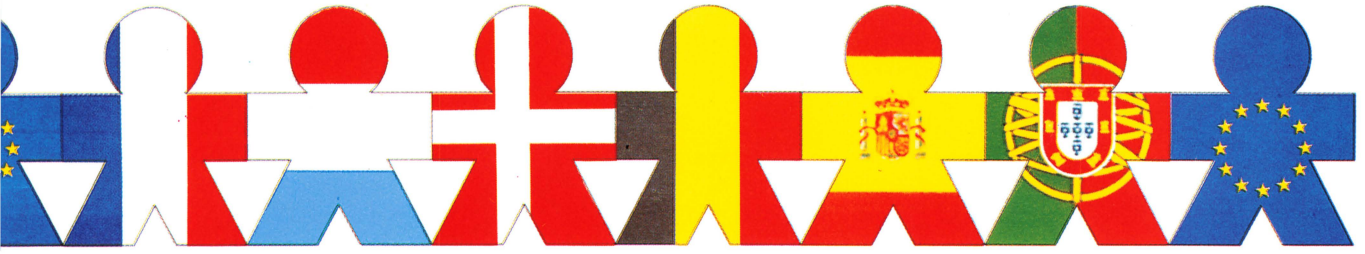
After the implementation date, progress and operation of the EEA will be checked every two years. But before the whole treaty can be implemented in reality, it has to be ratified by the European and national parliaments of the countries concerned. Nineteen decisions in all.

Although many details are still to be worked out, the full treaty is expected to be signed by the end of the year and the European Parliament has already held a debate on the subject.

At its October plenary session in Strasbourg, Piet Dankert (leading the EC Affairs Council for the Dutch presidency) pointed out to the members of the European Parliament, the effects of EFTA. Twenty five per cent of EC trade and 65 per cent of EFTA trade is carried out with the other respective EEA partner, so the importance of the EEA to both EFTA and the EC cannot be underestimated. Dankert emphasised the role of the Commission's proposals in the last rounds of negotiations and the fact that because of their balance the Council had been able to accept the proposed compromises.

Although some had expected the European Parliament to reject the agreement or slow the process of approval because they were excluded from the negotiations, in fact most groups spoke favourably of the process of agreement at the session. Monsieur Ceyrac from France spoke on behalf of the extreme right and was the sole voice claiming that the treaty would cause more problems than it would solve.

They are now waiting to be informed of the actual content and Willi de Clerq, Chairman of the External Relations (REX)



EEA—JUST ANOTHER ACRONYM?

committee of the European Parliament requested the treaty be sent to the Parliament at the end of October for examination.

The main areas of concern for the rest of the Parliament seem to be institutional—particularly the role of the European Parliament and the joint EFTA national parliaments and European Parliament Assembly—environmental and those created by future accession either to the EC or to the EEA.

The Greens party as represented by Melandri an Italian, particularly wanted the EC with EEA agreement to improve environmental norms. Bonde (ARC, Denmark) picked out Switzerland and Austria for particular criticism on the environmental front.

Commission President Jacques Delors responded to the debate in Parliament by saying that he believed that this was the first step down the road to full accession, but that it was a step which maintained full autonomy for the European Community in its own decision making while allowing for the EFTA countries to be well informed about those areas concerning the EEA.

While many people believed that the EEA talks could be used as a sop to assuage the interests beyond the EC who wanted to join and to keep them "at bay", Delors made it clear that that had never been the intention behind the treaty. Indeed he saw it as the first step in setting up the future broader Community. That has indeed been the way the negotiations seem to have worked. Far from discouraging full membership the agreement has demonstrated the commitment of countries within EFTA to move closer to the EC. Delors also stated very clearly, therefore, that discussion on Association agreements or eventual full membership were completely separate and to be discussed at a different level.

Meanwhile outside the Community institutions, UNICE—the Union of Industrial and Employers' Confederation of Europe—has welcomed the agreement whole-heartedly. UNICE has always been strongly in favour of the EEA and believes that the comprehensive agreement effectively extending the single market to 19 countries will be of immense benefit to its members.

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International chart

JAPAN

Video (PCBs)
1. Street Fighter II (Capcom)
2. Super Deformation (Banpresto)
3. Bomber Man (Irem)
4. King of Dragons (Capcom)
5. Clutch Hitter (Sega)
6. Thunder Dragon (NMK/Tecmo)
7. Super World Stadium (Namco)
8. Raiden (Seibu)
9. D.D. Crew (Sega)
10. Crime Fighters II (Konami)

Video (dedicated)
1. Final Lap 2 (Namco)
2. Star Blade (Namco)
3. Rail Chase (Sega)
4. Power Wheels (Taito)
5. Rad Rally (Sega)

HONG KONG

Video (PCBs)
1. Captain America (Data East)
2. Spiderman (Sega)
3. Sunset Rider (Konami)
4. Tumblepop (Data East)
5. Street Fighter II (Capcom)
6. Vendetta (Konami)
7. Drift Out (Visgo)
8. Thunder Dragon (Tecmo)
9. Block Block (Capcom)
10. King of Dragons (Capcom)

Video (dedicated)
1. Race Drivin' (Atari)
2. Dragon's Lair II (Leland)
3. Big Run (Jaleco)
4. Hard Drivin' (Atari)
5. Time Traveller (Sega)

USA

Video (PCBs)
1. Street Fighter II (Capcom)
2. WWF Wrestle Fest (Am. Technos)
3. Super Baseball 2020 (SNK)
4. Clutch Hitter (Sega)
5. Crossed Swords (SNK)
6. High Impact Football (Midway)
7. Burning Fight (SNK)
8. King of the Monsters (SNK)
9. Final Fight (Capcom)
10. Trak-Pak (Leland)

Video (dedicated)
1. Steel Talons (Atari)
2. Road Riot (Atari)
3. Captain America (Data East)
4. Final Lap 2 (Namco)
5. Race Drivin' (Atari)
6. Double Axle (Taito)
7. Dragon's Lair 2 (Leland)
8. Steel Gunner (Namco)
9. Super High Impact (Midway)
10. Mad Dog McCree (Atari)

Pinball
1. Terminator 2 (Williams)
2. Fun House (Williams)
3. The Machine (Williams)
4. Party Zone (Midway)
5. Gilligan's Island (Midway)
6. Earthshaker (Williams)
7. Batman (Data East)
8. Elvira (Midway)
9. Turtles (Data East)
10. Whirlwind (Williams)

GERMANY

Video (PCBs)
1. Street Fighter II (Capcom)
2. Crossed Swords (SNK)
3. Sengoku (SNK)
4. Super Baseball 2020 (SNK)
5. Burning Fight (SNK)
6. Clutch Hitter (Sega)
7. King of Monsters (SNK)
8. Raiden (Fabtek)
9. Final Fight (Capcom)
10. High Impact (Williams)

Video (dedicated)
1. Wrestle Fest (Tecmo)
2. Steel Talons (Atari)
3. Race Drivin' (Atari)
4. Hard Drivin' (Atari)
5. Road Riot (Atari)
6. Final Lap 2 (Namco)
7. Steel Gunner (Namco)
8. Vendetta (Konami)
9. Cisco Heat (Jaleco)
10. Time Traveller (Sega)

Pinball
1. Terminator 2 (Williams)
2. Batman (Data East)
3. Fun House (Williams)
4. The Machine (Williams)
5. Batman (Data East)
6. Checkpoint (Data East)
7. Turtles (Data East)
8. The Simpsons (Data East)
9. Gilligan's Island (Midway)
10. Party Zone (Midway)

AUSTRALIA

Video (PCBs)
1. Vendetta (Konami)
2. Street Fighter (Capcom)
3. King of Dragons (Capcom)
4. Spiderman (Sega)
5. Captain Avenger (Data East)
6. Wrestle Fest (Technos)
7. Sunset Riders (Konami)
8. Blood Brothers (Deco)
9. Baseball 2020 (Neo-Geo)
10. Eightman (Neo-Geo)

Video (dedicated)
1. Final Lap 2 (Namco)
2. Race Drivin' (Atari)
3. Hard Drivin' (Atari)
4. Rad Rally (Sega)
5. Cisco Heat Dual (Jaleco)
6. GP Rider (Sega)
7. Super Monaco (Sega)
8. Golly Ghost (Namco)
9. Big Run dl (Jaleco)
10. Power Wheels (Taito)

Pinball
1. Terminator 2 (Williams)
2. Fun House (Williams)
3. The Machine (Williams)
4. Gilligan's Island (Bally)
5. Turtles (Data East)
6. The Simpsons (Data East)
7. Elvira (Bally)

UK

Video (PCBs)
1. Captain America (Deco)
2. Final Fight (Capcom)
3. Street Fighter 2 (Capcom)
4. Wrestle Fest (Tecmo)
5. World Cup 90 (Tecmo)
6. Raiden (Seibu)
7. Sunset Riders (Konami)
8. Vendetta (Konami)
9. Football Champs (Taito)
10. Final Blow (Taito)

Video (dedicated)
1. Virtuality (W Industries)
2. Final Lap 2 (Namco)
3. Star Blade (Namco)
4. Steel Talons (Atari)
5. Mad Dog McCree (Atari)
6. Road Riot (Atari)
7. Race Driving (Atari)
8. Galaxy Force (Sega)
9. Hang On (Sega)
10. Out Run (Sega)

Pinball
1. Terminator 2 (Williams)
2. Fun House (Williams)
3. Batman (Data East)
4. Gilligan's Island (Bally)
5. The Machine (Williams)

Arcade AWPs
1. Sevens and Melons (Project)
2. Seven Heaven (Project)
3. Crazy Pays (Project)
4. Play It Again (Ace)
5. Twilight Zone (Ace)
6. Super Bar X (Electrocoin)
7. High Point (BFM)
8. Reflex (Project)
9. Finders Keepers (Electrocoin)
10. Nickelodeon (Barcrest)

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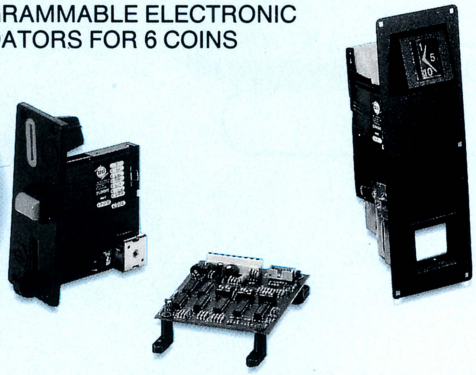

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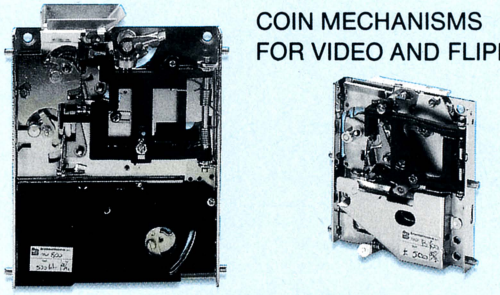

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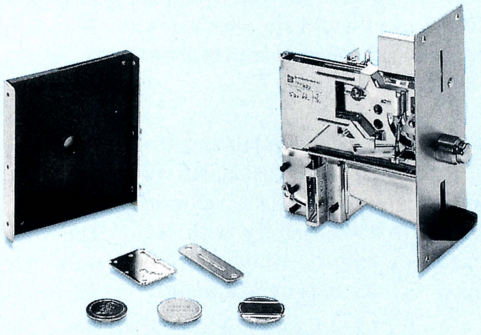

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- A keynote address, open to all registered attendees at no additional charge, on March 24, 1992 at 9:00 a.m.

- A gala evening reception and dinner on March 25, 1992, open to all registered attendees and their guests.

Don't miss this opportunity to be part of the beginning of a tradition. Complete and send in your reservation requests today!

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Mit der IGBE Europa '92 beginnt eine Tradition für die Spielcasinobranche - eine jährliche Veranstaltung, wo sich Brancheninterne treffen und in Erfahrung bringen können, was es in der Branche Neues an wachstumsträchtigen Produkten und Ideen gibt.

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Und hier einige weitere wichtige Ereignisse auf der IGBE Europa '92:

- Am 24. März 1992 um 9.00 Uhr eine für alle angemeldeten Teilnehmer kostenlose Informationsansprache.

- Am 25. März 1992 ein Galaempfang mit Dinner für alle angemeldeten Teilnehmer und deren Gäste.

Lassen Sie sich die Gelegenheit, bei der Gründung einer neuen Tradition mitzuwirken, nicht entgehen. Füllen Sie den Reservierungsbogen aus, und senden Sie ihn gleich heute an uns zurück!

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IGBE Europa '92 va signaler les débuts d'une tradition pour l'industrie des jeux de casino. Cette première réunion annuelle fournira aux gens de métier, un lieu de rencontre où ils pourront se documenter sur l'actualité du marché, afin de mieux faire évoluer leurs entreprises.

Tous les systèmes, tous les produits et les services jouant un rôle d'importance pour les casinos, se trouveront rassemblés à très peu d'exceptions dans la salle d'exposition. C'est une occasion inestimable de rencontrer face-à-face les experts qui seront venus représenter les fabricants, et de mettre leurs appareils directement à l'essai.

Deux événements distingueront notamment IGBE Europa '92:

- Un discours de présentation, le 24 mars 1992 à 9 heures. L'entrée est libre à tout participant inscrit à l'exposition.

- Un dîner suivi d'une soirée de gala le 25 mars 1992, ouvert à tous les particpants inscrits et à leurs invités.

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Business as usual in Yugoslavia in spite of civil war

ROBIN Kingston is the general manager of the casino in Brcko (pronounced Burko), Yugoslavia Kingston has been in the casino industry 18 years, taking up his current position three months ago in this small, riverside town.

The casino is owned by Swede, Bertil Knuttson, who owns several casino operations as well as about 20 slot only locations in Yugoslavia.

Located in the north of Bosnia, the capital of which is Sarajevo, 200 kilometres to the south, Brcko is just 50 kilometres south of Croatia where much of the fighting has taken place around Vinkovski and Vukovar. "Fortunately the fighting has not extended as far as us," said Kingston, "although the next bridge to the north west was recently blown up, apparently by Croatians who claim that it was in fact struck by lightning! The closest bridge to us is just one kilometre away and is supposed to be mined by the Croatians. On our side we have just two policemen, on the other side is the Croatian militia.

"The only real effect that it has had on us is that one of my dealers was stopped on his bike ride home when he crossed the bridge into Croatia because of curfew restrictions. But now he has a pass so everything is O.K. Two of my other dealers were recently called up by the Yugoslav army but they didn't want to go so they moved house in order that they couldn't be found. Bosnians will not fight for the Yugoslav army, according to the President of Bosnia, who claims that it is not legal for the Yugoslav government to conscript Bosnians. Meanwhile the police are considered reservists and now carry Kalashnikovs as well as their more traditional pistols."

Through all this business continues as usual and September was the best month that the casino has had so far. For a four table, eight slots operation, the gaming floor is doing quite well in spite of the inevitable downturn in business due, in the most part, to the travelling restrictions which make life difficult for the traders and import/export businesses to get to and from Sarajevo. If they can't get the goods in, then the 50,000 population can't buy them. As always though there is money around, even in the most trying of times, so the tables and slots stay busy.

Knuttson is undoubtedly pleased with his general manager and is obviously maintaining faith with his people and his business. He has two more casinos in Sarajevo. The Hanan, located in the old Turkish bath house has three auto roulettes, four blackjacks and 30 slots and the Casino Europa, located in the hotel of that same name, has the same but with 35 slots.

Robin Kingston

Knuttson also has the franchise for SIGMA slot machines in Yugoslavia, so those machines are firmly established in his casino and slot operations.

All in all, it would appear that it takes more than a war to stop the reels spinning, the wheels turning and the cards moving.

Comment

GAMBLING is the 12th largest industry in Europe with an annual £32.2 billion turnover according to figures issued by the European Community.

As such it has attracted the attention of Brussels legislators who are now seeking to standardise all forms of gambling, from lotteries to bingo, casinos to horse racing.

This is going to be a long process so no changes are likely for at least two years, however it may be appropriate for those gaming industries that are affected to start to address their stand in the many issues that are likely to arise.

The main thrust will be aimed at that which generates the most money—lotteries and horse racing. Lotteries in Europe account for £11.9 billion but national regulations on lotteries and horse racing vary throughout Europe.

All in all it is going to take a lot of sorting out. But casino owners must make their views known to the EC as soon as possible in order to protect their interests.

The Commission will be taking hearings from all sides of the gaming industry this December before even deciding on how they will proceed which presents a unique opportunity for both governments and casino owners to put forward a case for not only maintaining standards but improving them as well as standardising the industry.

Countries that have their own casino associations are already preparing reports and recommendations to the EC. Casino owners all over Europe would be well advised to provide as much information as possible to the legislators. Each casino may have its own special needs and as such it is important that the EC understands this.

With Germany, the United Kingdom and France accounting for around 87 per cent of the total market, the main thrust should come from those countries for whom some changes may be welcome.

Holland operates eight casinos, operating as part of a state monopoly and as such would be expected to have the expertise to lobby the EC effectively on any issues they find contentious, although their only fear is that they are likely to come under scrutiny for operating a monopoly in which case Holland may have to open its doors to private investors.

The concensus of opinion from the industry experts is that as long as the gaming industry is consulted on issues

Casinos

Cunard sails back to Europe

Michael Boettcher

THE popularity of the *Cunard Countess* cruises in the Caribbean with Europeans, especially Brits., has encouraged Cunard to base the recently refurbished *Cunard Princess* in Europe, offering its cheapest Mediterranean fares for two years.

The casino operation on board, previously operated by London Clubs, has now been taken over by Atlantic Associates, based in Miami. The full Mediterranean programme is scheduled to start in April of next year but cruises out of Malaga will be starting in November.

The ship had been on charter to the US Government for some nine months as a rest and recretational base for the US troops involved in the Gulf War.

Cunard has been able to offer cheaper fares as a result of the reported $45 million, they received from the US, $5 million of which is being used for the refurbishment and upgrading of the *Countess*.

The fares start at £490 for a fly-cruise vacation which considering how low that fare is, should fill the ship. This will be good news for the casino.

25,000 Britons spent their holidays on the *Cunard Countess* in the Caribbean last season and it is the British that are expected to take the most advantage of these fares according to Cunard. The cruises will also be marketed in the US and the rest of Europe.

5,000 slot machine order

ON October 24, the Executive Council of Queensland, Australia adopted a recommendation from its Machine Gaming Commission to purchase 5,000 poker machines in the first tender.

The Queensland Treasurer, Mr. De Lacy, advised that the machines would be purchased from five different companies as recommended by the Commission.

The biggest part of the order was given to Aristocrat who tendered under Ainsworth Nominees which will supply 2,000 machines, with the remainder being divided between IGT (Australia) (1,500), Olympic Amusements (1,200), Sigma (200) and Universal Australia (100).

Mr. De Lacy said that the total purchase cost A$33,605,747 would be funded by a commercial facility through the government's central borrowing arm, Queensland Treasury Corporation.

The cost would be recouped by including a component in the monthly rental to licensed clubs and hotels to cover interest and redemption charges.

Mr. De Lacy said the government had called for tenders in August from six companies which had been the subject of "an intense investigation into their financial stability and probity" by the Machine Gaming Division and the Queensland Police.

"The investigations included close consultation with the Australian Federal Police, and other interstate and international agencies.

"Reports on these investigations, including those companies that had been adversely mentioned by the Criminal Justice Commission, indicated that none of these companies should be excluded from the invitation to tender," said Mr. De Lacy.

Each of the companies had also been found to be financially sound and to have an acceptable business reputation.

"All this information—plus, of course, the relevant tender prices—was considered by the independent Machine Gaming Commission which subsequently made a recommendation," continued Mr. De Lacy.

Next year an even bigger order is in the pipeline for Victoria. The order is estimated at 10,000 machines in pubs, clubs, hotels, and two new casinos which are scheduled to open.

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that may have an adverse effect on the smooth running of their operations, equally applicable legislation would be welcome.

In the UK in particular, nothing would please operators more than coming into line with the rest of Europe, particularly in regard to the "48 hour" rule which precludes potential players from entering a casino within 48 hours of applying for membership.

The lifting of that law could increase business by as much as 100 per cent in the main tourist areas in the UK, especially London, which generates over 60 per cent of the revenue from all casinos in the UK. The British government could hardly complain as an EC member, nor would it decline the added revenue to the Exchequer as a result of increased profits.

One of the UK laws which the Brussels legislators should take note of, concerns the justification or need for a casino in any one place. That "need" is based on population primarily and may be objected to by anyone who cares to do so. Such a law would stop casinos opening up in a disorganised manner.

Another law in the UK which, in the opinion of many is the most important of all, restricts ownership only to those persons who are considered "fit and proper". One aspect of that law is that if you can't account from where you have obtained the money to start up a casino venture, then you need not apply. This effectively stops organised crime entering the area no matter how cleverly they may set up front companies. Such laws have worked particularly well in New Jersey where the Casino Control Commission and the Division of Gaming Enforcement have totally removed that element from casino owners and operators to which so much stigma was attached. Licensing individuals is equally critical, which process has eliminated many potential problems.

If Bangemann does indeed take note of the many communications he is bound to receive from casino operators and goverment bodies and then incorporates that which is generally most beneficial to the casino industry, he will have achieved something that individual jurisdictions have been unable to do, stabilise, standardise and legitimise the casino industry in the member states of the Common Market. with the SUPPORT of the industry, that should be a realistic aim.

A measured response from those people directly involved in operations will go a long way towards setting the goalposts firmly in place.

DR. ERWIN HAITZMANN, Chief Executive of leading casino group Casinos Austria International (CAI) spoke at length to the international coin machine industry earlier in the year at a seminar held in London. Below is an extract from his speech which reviews the current situation in eastern Europe.

The pitfalls of the east

"EVEN now after a couple of years experience in the east, it is very difficult to predict the future potential. Any company which is preparing to go out east should be aware of this fact.

Last year many companies considered the opening of the east. It all began when East Germans started crossing the border into Austria after holidays in Hungary, instead of going home; this happened illegally at first and legally, later on. At that time everybody saw big opportunities about to open up; this applied to a variety of businesses, not just casinos.

Today, however, I think a lot of the enthusiasm has gone and the political reality has become more visible. The companies which have gone in over the past one or two years are not all happy. Hungary is preparing a new gaming law which would involve the gross gaming revenue tax being set at 40 per cent on live games and slot machines. Everyone wanting a casino would pay an initial sum of $1m, being a one time fee, non-returnable. So far so good, one might say, as when you look at the market, each company could make an estimation of its worth.

The difficulty is that we don't know how many licences will be issued and in Hungary we are really only talking about Budapest. If we don't know whether there will be five or 10 casinos, or whatever, then it's very hard to predict whether the new casino you are going to pay a million dollars for might ever get this money back.

We have seen a situation whereby four casinos were open but the gaming law provided for fewer licences. So, as of today, not even to my best friend, could I recommend taking a casino in Hungary.

Turning from Hungary to Czechoslovakia the situation here is quite different. In Czechoslovakia we opened the first casino in a small resort. It was not a main business opportunity but, as we had the chance to open the first casino, we went in there. In Czechoslovakia there is what I would call an inflation of concessions attitude as no-one seems to want to restrict the number of casino licences. I believe most people within the casino industry would agree with restricting the number of licences in such small markets as the eastern countries presently are. It is hard to argue because if we, as a casino company, go to the Czech Minister of Finance, for example to try to explain this situation, we could be seen to be biased. After the many years of restrictions under communist regimes, there is only one word which nobody likes to hear—monopoly. Competition is the word and you just can't argue with it.

So, in Czechoslovakia there is really an inflation of casinos and the strategy we have taken is that wherever there is a casino licence issued, we try to get it. We plan to have between 27-30 casinos in Czechoslovakia by the end of 1991. They will all be very small units and, needless to say, of the 30, probably 15 will lose money and the other 15 might break even. It is not a country where money can be made in casinos. When I talk about casinos in Czechoslovakia I mainly mean live games, because slot machines have so far not caught on. Maybe a learning process is necessary.

Turning to Poland we again see a different picture. Among the places we operate casinos in Poland are Warsaw, Posnan and Krakow. Our first licence was under a joint venture scheme with Lot holding 51 per cent and CAI, 49 per cent. The contract was drawn up five years ago for the first casino in the Marriott Hotel, Warsaw, and we anticipated we would have between 150/200 guests who would probably lose anything between $30/$50 per evening per visitor. We thought the capacity of the casino was too large. Due to the political changes, locals have been allowed in and today the casino is obviously much too small.

In the USSR we are engaged in Leningrad with a slot machine casino which is operating in roubles, and a full casino in Riga in Latvia where we play both live games and slot machines in dollars. It's a very complicated situation there as well. There was talk that there would be a tax of 70 per cent at one stage. Finally we did not have to pay for the year 1990 so we are curious to see what the tax authorities come up witn. Also, with regard to Riga, I cannot yet say how successful we will be in transferring money. On paper we have all the guarantees but it's always one thing to have it on paper and another in reality. Even if it is on paper it might mean that there is a delay of one, two or even three years before we receive it, so that is also something to be prepared for.

In Riga, staffing was always a bit of a problem as living conditions are not easy. Getting food supplies is not easy and sometimes there is no water, so the expatriates are not keen to go out there. Nevertheless on the positive side, it was pleasant to discover that after our opening run we found that we had a hard time finding ex-pats who were willing to leave. While the living standards are low, improvisation is high. We therefore found eventually that staffing was not a problem.

We became involved in Yugoslavia (before the recent troubles!) where we operate several casinos. Again almost none make money. There are about 30 casinos in the country. The authorities handed out licences without any restriction but as the casinos were small and currency difficulties were experienced no major companies moved into Yugoslavia until a year or so ago. It seems likely that at some stage the government will regulate the number of casinos here."

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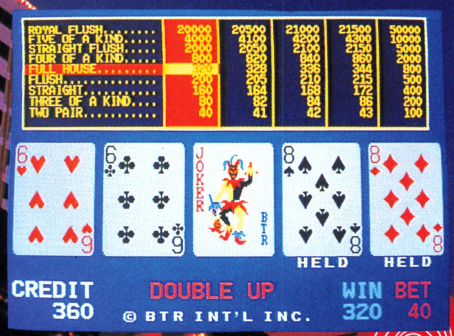

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Casino intelligence

WITH UK visitors figures to **Las Vegas**, Nevada rising 20 per cent in the past five years, the **Las Vegas Convention and Visitors Authority** has opened an office in London which will be spearheading a marketing campaign with a $1 million a year budget. Who knows, we may have a few junkets heading for the Mecca of gambling before long ... The closing date for submissions for a **Brisbane Casino** was September 30. **Conrad Hilton, Harrah's C.A.I.** and **Sheraton** were all still in the running at the time of going to press. Most of those companies are bidding for various casino operators' licences in Australia and it is thought that all of them will eventually own at least one property ... Other players looking to get into the Australian market include a consortium headed up by **Andrew Love**, Managing Director of **Maxim's** in London, **John Harris**, one time G.M. at **La Mamounia** in **Marakech** and **Al Glasgow** of **Atlantic City** who are apparently looking to put a bid in for a casino in Western Australia ... **Noel Souter**, one time owner of the **Pair of Shoes** in London and then owner of the hugely successful **Caspian Casino** in Ramsar, **Iran** is apparently back. All CI can glean at the moment is that he is opening or has already opened 'somewhere in the Far East'. If we hear any more we'll let you know ... **Larry Cohen**, who was with **Cherry Casinos** in **Warsaw** and then briefly at the **Klassis Casino** in **Istanbul** where he ran the dice game, is now on his way to opening a new casino in **Cyprus**. It has taken some months and a lot of hard work to put this one together and C.I. wishes him 'bon chance' ... **Hamblin's** first casino venture in **Turkey** (Turkiye), in **Antalya's Dedeman Hotel**, has come to and end. As of November 1st Dedeman decided to run the operation without its European partner and have installed consultant **John Cole** to look after their interests. Cole is noted for his understanding of the Eastern Mediterranean and the Middle East as well as an acute knowledge of the business. Meanwhile Hamblin has moved on to other opportunities in Turkey with two new properties ... **Conrad Hilton** (Jupiter's) have appointed **David Longhurst** to oversee their casino as operations manager in the new Conrad Hilton, scheduled to open in **Istanbul** next March. Longhurst is eminently qualified for the position and is well respected throughout the gaming industry. Except the new casino to do well ... Still in Turkey, **Eurocasinos** look to have obtained the casino at the **Ankara Sheraton** at time of going to press. Also in the running were **T.G.I.** and a consortium headed up by **Ertan Ertakan**. However Eurcasinos, operating what is undoubtedly one of the finest operations in Turkey at Istanbul's Sheraton Hotel is well on the way to establishing itself as a major force under the leadership of **Mel Williamson** who we have mentioned before. The company is looking further afield already and expect some surprises within the next six months to a year ... **Jet Management**, has lost its contract to run casinos on board **Sealink/Stenna Lines** ferries who are now running the casinos with the **Voyager Casino** in Antalya, Turkey ... Meanwhile **Brent Walker ...** oh never mind! Finally, we understand that Dr. Leo Wallner (below) the President of Casino Austria, made a visit to **Casinos Austria of Egypt**, in Cairo recently visiting the Semiramis Intercontinental Hotel where he has an operation.

ECG to work on objectives

THE European Casino Group (ECG) is planning another meeting in Madrid to discuss issues which will lead directly to a paper which the organisation will put to the European Commission.

Among the subjects to be discussed in Madrid are: Are European casinos competitive in a world context?; Expansion of the sector versus public interest—how much liberalisation can the sector take?; Can casinos be a catalyst for tourism investment?; Proposal for a pan-European licensing body for casino personnel and operators; Ownership, licence or concession?; Proposal for a pan-European gaming authority; Homogenization of equipment to reduce restrictions on games and machines offered for play; Market size, why the market has not been allowed to develop to its natural capacity; Advertising, standardisation of code of practice; Illegal casinos, proposals to reduce this element; Can state monopolies exist in Europe's single market?

The conclusions drawn after discussion will be contained in a document of agreed objectives of the ECG which will be presented to the Commission prior to the consultative meetings in December.

MUSHI—MUSHI

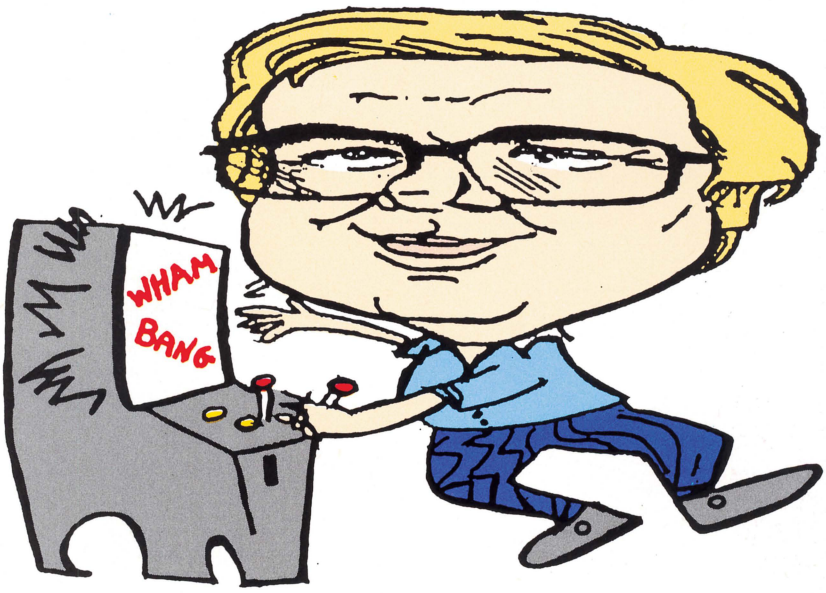
(HELLO IN JAPANESE)

KAMSAMIDAR

(HELLO IN KOREAN)

WAI

(HELLO IN CHINESE)



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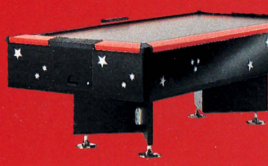

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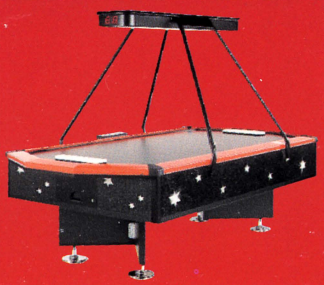

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